TRADE AND INDUSTRY

22 February 1973 Volume 10 No 8 10p

No room for complacency despite rising invisible earnings

New rules for duty-free trade with the countries remaining in EFTA

Temporary suspension of the Common Customs Tariff of the EEC

Statistics on UK trade, foreign visitors, wholesale prices, man-made fibres, hosiery, steel and electronic equipment

New Technology looks at hydrostatic transmission at NEL

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22nd February, 1973.

Dear Sirs,

IMBEX '73
(Stand B6)

We take pleasure in informing you that once again the Korea Trade Centre will be participating at the International Men's & Boys' Wear Exhibition (IMBEX '73) at Earls Court, which will be held from the 26th February to the 2nd of March 1973. You would be a most welcome visitor to our stand (B6).

Our participation at IMBEX '72 was an unqualified success, and as a result competition between Korean exporters for the right to participate on our stand has been intense. You can therefore be assured that the 13 chosen companies are of the highest reputation, each supplying top quality merchandise at highly competitive prices.

We feel sure that your company will greatly benefit from a visit to our stand and so we look forward to meeting you and will take great pleasure in introducing you to the various representatives.

Yours faithfully,

Sang Chul Shin,
Vice President.

Trade and Industry

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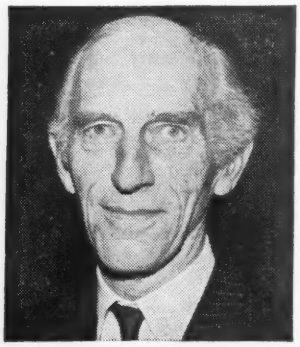
No room for complacency despite rising invisible earnings

by Sir Cyril Kleinwort, member, British Overseas Trade Board, and chairman, Committee on Invisible Exports



INVISIBLE exports consist of the wide range of services which this country supplies to foreigners. It includes the services of the City of London, which provides extensive banking facilities, insurance and re-insurance facilities through companies and brokers, broking in the Baltic, Lloyds and Stock Exchange and Trust and Pension Fund management. The commodity exchanges are another important source of city earnings from foreigners, their activities usually involve the export and servicing of goods between third countries.

But invisible exports are not solely a city preserve. British ships carry freight for foreigners, British airlines carry foreign freight and passengers. Both these activities generate a large sum of foreign earnings. The oil industry receives vast sums of money from investment in overseas oil production through interests, profits and dividends. The continuing numbers of foreign visitors to Britain swell the earnings of yet another invisible exporting industry—tourism. Other invisible earners are accountants and consultants that advise foreign clients and firms. Entertainers' and doctors' foreign earnings also contribute to invisible earnings, as do the proceeds of the purchase of British industrial know-how by a foreign firm. The importance of all this can be put into figures.

Highest surplus in a decade

In 1971 invisible earnings topped a record £5,430 million, resulting in a net surplus of £741 million after deducting the deficit on Government transactions. This surplus, the highest in a decade, was the second highest ever reached. This total accounted for nearly 4 per cent of Britain's foreign income, equivalent to well over half of Britain's import bill. Private invisible earnings doubled between 1965 and 1971, producing a net surplus of nearly £1,400 million and amounting to £5,276 million with the trend improving further for the first half of 1972.

This article is one of a major series describing the work of the British Overseas Trade Board and of its 'chosen instruments'—the organisations which advise the Board on policy in some of the main trading areas of the world.

The City's overseas earnings showed a rise in 1971 of nearly 10 per cent to a record £571 million. Insurance, the star producer, increased its foreign receipts by 20 per cent to reach £381 million. The moderate rise in banking earnings stemmed largely from increased foreign-exchange dealings. There was also a rise in merchanting and foreign receipts of investment trusts, unit trusts and pension funds.

Another buoyant sector within 'other services' has been earnings from the provision of professional and technical services to foreigners. Earnings on construction work abroad, which includes the earnings of consulting engineers, architects and quantity surveyors engaged on projects abroad, are estimated to have risen by about 16 per cent between 1970 and 1971. Chartered surveyors and architects, as a group, contributed £12 million of gross earnings, while the consulting engineers contribution amounted to an impressive £36 million.

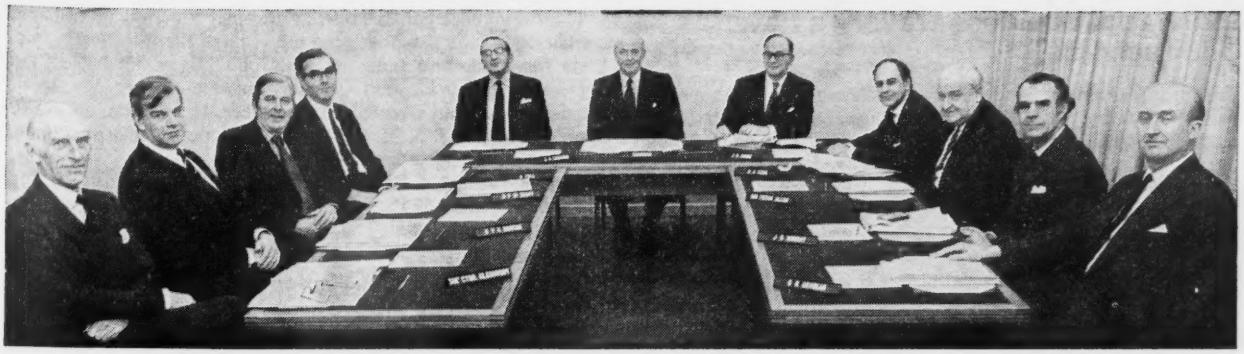
Private invisible receipts

Other invisible earners also played their part in sustaining and increasing private invisible receipts between 1970 and 1971. Shipping receipts increased by 18 per cent. This increase arose largely from a greater volume of liner freight carried, and by the tanker trade. Receipts from civil aviation rose by 12 per cent mainly as a result of increased passenger traffic to and from the UK. Increased spending by overseas visitors boosted travel receipts by 13 per cent. However, growth of earnings from overseas investment and private transfers continued to be small.

Despite the fact that invisible earnings have increased rapidly in the recent past, there is no room for complacency. One major consideration is the long-term effect of British entry into the European Common Market. Banking and insurance, in particular, *may* be affected. There is a different philosophy of banking between Europe and Britain. European banks are characteristically more involved in direct lending to industry and also supply a wider range of banking and near banking services. Although British banks are increasingly diversifying they do not yet have anything like the equity participations that continental banks have.

If European companies change their borrowing habits and use capital markets more this may not matter. Otherwise European banks are not likely to give up lightly the share they now possess of European investment. In the insurance field again there are fundamental differences in character between the British and European insurance markets. Although, across the broad spectrum of Britain's invisible earners, there is reasonable confidence in a future marked by closer competition in the Common Market, there is still a need for vigilance.

All these matters are of prime concern to the British Overseas Trade Board and to the Committee on Invisible Exports.



Members of the British Overseas Trade Board photographed at a meeting last week. From the left: Sir Cyril Kleinwort; Mr. G. V. K. Burton; Mr. B. F. W. Scott; Mr. R. Fell; Mr. J. A. Lewando; Lord Thorneycroft, chairman; Mr. J. S. Rooke, chief executive; Mr. D. J. Ezra; Sir Peter Allen; Mr. J. O. Wright; and Mr. G. R. Denman. Mr. W. J. Bird is also a member of the Board.

The first Committee was set up in 1967 with a once-for-all task: to look at earnings from Britain's invisible exports and to suggest measures by which they might be stimulated. As a result of this body's report, a second Committee was established in 1968, on a permanent basis, to implement recommendations of the report.

Now membership of my Committee is spread across the whole range of Britain's major invisible earning sectors, from banking to shipping, and from insurance to the oil industry. Five government departments are also represented—the Central Statistical Office, Treasury, Foreign and Commonwealth Office, Department of Trade and Industry, and the Bank of England. The last continues to support the Committee with a secretariat to service its administrative and statistical requirements.

Since its inception my Committee has concentrated its efforts on three areas: the study and refinement of statistics on Britain's overseas earnings, active pressure to have obstacles to such earnings removed or modified—such as those in such fields as taxation and movements of foreign currency—and research into problems facing or likely to face invisible exporters.

I think I can say that the Committee can claim achievements in all these areas, although there still remain many challenges ahead. Since 1968 official statistics on invisible earnings have been amplified and much improved. The Bank of England has instituted regular inquiries into the overseas earnings of previously neglected sectors like the banks, shipping charter market and some of the professions. The Department of Trade and Industry now publishes regular estimates of invisible earnings. In addition, the Committee itself produces six-monthly detailed information on invisible exports and has recently published a report on the overseas earnings of the British professions containing figures hitherto unknown.

There is no doubt that there still remain considerable obstacles to the maximisation and growth of our invisible earnings which play such an important part in sustaining a healthy balance of payments. In the past, in order to maintain a fixed rate for sterling and to protect reserves, the Government has instituted rigorous exchange control. Although controls have been marginally relaxed recently, exporters still bear the burden of the so-called 'Surrender Rule' under which 25 per cent of the proceeds of all non-sterling currency investments must be sold in the official exchange market. My Committee has continually campaigned to have this rule relaxed. Among other activities it pressed for an upward revision of the GLC 'target' for office space in Central London and has actively represented to the Government the views of its member associations on the re-casting of Corporation Tax and the introduction of Value-Added Tax after the Treaty of Accession to the European Economic Community. Clearly, in the fast-changing world of international trade and government policies, the Committee will have to remain vigilant in protecting the interests of invisible exporters.

During the last year, my Committee has increased its research effort. Our study on professional overseas earnings I have already mentioned. In addition, the Committee's staff have a study in progress on the effects of the flotation of sterling and general currency uncertainty on overseas earnings and competitiveness of the British commodity markets. The Committee has also commissioned investigations into international constraints on Britain's invisible earnings and into the measurement of productivity and efficiency in this country's service industries.

Finally, in view of the fundamental changes which will occur in Britain's trading competitiveness as a result of Common Market membership, my Committee has taken steps to keep itself and its members closely informed about developments in the Common Market. It has a representative in Brussels whose task is to cover directives and proposals of concern to Britain's service sector. Clearly, such changes as could occur through the harmonisation of banking legislation, company law, insurance regulations, and large issues like monetary union and regional policy are of intimate concern to invisible exporters. The Committee on Invisible Exports regards its brief as the promotion of Britain's service industry sales in the European Common Market and, indeed, everywhere else in the world. I have a great deal of faith in this as a worthwhile task, and I am very optimistic that foreign earnings from invisibles will continue to be a mainstay of our external trading position.

January trade figures are evidence that economy is expanding

—Mr. Peter Walker

MR. Peter Walker, commenting on the trade figures on February 13, said:

'Today's trade figures provide another indication of the accelerating growth of the British economy: January exports at a January record of £881 million, £159 million greater than January last year.

'It is also significant that the import figure includes £133 million of raw materials, a third up on last year, and £161 million of machinery, an increase of £47 million upon January 1972. These figures combined with the increasing activity in the British machine tool industry are clear indications that the economy is not only expanding but modernisation is taking place on an increasing scale.'

Individual business travel—a new pilot scheme

THE British Overseas Trade Board have announced an important new pilot scheme which will provide financial assistance to selected individual British businessmen visiting Japan or Nigeria to appoint agents. If it proves successful the Board will consider extending the facility to other countries.

Initially, the Board are making available £20,000 for 12 months. The assistance will be provided in conjunction with the Board's existing agency-finding service.

The scheme will assist selected businessmen to visit these markets to interview agents suggested by the Commercial Department of the British Government Offices overseas and to study local market conditions in Japan and Nigeria at first hand.

Subject to approval, businessmen participating in this scheme will receive a refund of expenses equal to the assistance offered to members of outward group missions to Japan and Nigeria as appropriate. At present this represents £400 and £175 respectively.

Further information can be obtained from any regional office of the Department of Trade and Industry or from General Export Services Branch at Export House, 50 Ludgate Hill, London EC4M 7HU.

One-day conference on Algeria—'Britain's fastest growing market'

ALGERIA is rapidly becoming Britain's most important market in the Arab world. During the last three years United Kingdom exports have risen from £16.7 million in 1970 to £28 million in 1971 and £33.8 million in 1972. However, despite this rapid growth, it is felt by both the British and Algerian Governments that trade is still nowhere near its full potential and accordingly both Governments are co-operating with the London Chamber of Commerce and Industry in mounting a one-day Conference on Algeria on March 13 at the Royal Garden Hotel, London.

The Conference comes mid-way through a period of sustained commercial diplomacy following the visits of the then Secretary of State for Trade and Industry, Mr. John Davies, to Algiers last September and a London Chamber mission, led by Mr. David Bendall of Morgan Grenfell, in December. In addition, an ECGD team, led by Mr. J. S. M. Mason, has just completed a programme of meetings with Algerian officials.

In addition to Mr. Bendall and Mr. Mason the British speakers at the Conference will include Lord Limerick, Parliamentary Under-Secretary of State for Trade, Mr. Ronald Burroughs, British Ambassador in Algiers and Mr. William Pearce, Head of the Fairs and Promotions Branch of the DTI, who will be speaking on the Algiers Fair. Mr. Abdelkadar Chanderli, Head of Compagnie Algerienne du Methane Liquide and a former Ambassador to the United Nations, will speak on the Algerian economy. Mr. Chanderli, whose company is responsible for overseas sales of LNG, will probably be accompanied by other Algerian trade officials and bankers.

The main purpose of the Conference will be to look at the future development of the Algerian economy and the potential scope for British companies, both in exporting and importing.

Further inquiries for Forum tickets, £13 for members, £16 for non-members, should be made to Miss Burnley, London Chamber of Commerce and Industry, 69 Cannon Street, London, EC4N 5AB (tel. 01-248 4444 ext. 36).

57th Swiss Industries Fair April 7-17,1973 Basle

The Spring Fair of Switzerland as a clearly arranged fair with a completely new structure

- The first European Watch, Clock and Jewellery Fair with more than 680 exhibitors from nine European countries on a hall area of 44,000 m²
- Swiss Furniture Centre at a new location with attractive atmosphere
- Construction Fair with foreign offers
- Fascinating textile displays
- Numerous special displays, service organizations, etc.

All in all, a range of exhibits from the consumer goods, constructional and technical industries from 2,500 companies on an exhibition area of 170,000 m²

New hours of opening:
from 9 am to 6 pm. Tickets on sale from 8.30 am.
Reduced price of admission for foreign visitors on all days Sfr. 4.–.

Information, prospectuses, Fair passes, catalogue available from:

Swiss Embassy, 16-18 Montagu Place,
London W1H 2BQ,
Phone: 01-723 0701.

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Visits by British overseas commercial representatives

THE following Commercial Diplomatic Officers are expected to be in this country shortly when they will be available for discussions.

BANGLADESH: J. W. MacDonald, Second Secretary (Commercial) in Dacca since May 1972	**Available May/June**
EGYPT: N. J. Paget, Second Secretary (Commercial) in Cairo since December 1971	**Available June**
INDIA: A. C. Baker, First Secretary (Commercial) in Calcutta since May 1972	**Available May**
LIBYA: L. E. Walker, Second Secretary (Commercial) in Tripoli since May 1970	**Available May**
MALTA: M. Bianco Bonaci,* Commercial Officer in Floriana since 1966	**Available May**
SAUDI ARABIA: I. S. Lockhart, MBE, Second Secretary (Commercial) in Jedda since February 1970	**Available May**

British firms and organisations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet these officers to discuss specific export problems are asked to write for appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. (The Department's Regional Offices and the appropriate office for Northern Ireland are listed on page 424 of this issue.) Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary, to meet the officer for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

* Mr. Bianco Bonaci is a national of Malta, having been employed by the British High Commission there since 1966.

Optimism over growth prospects for sports goods

From G. S. W. Gush, British Consulate-General, Houston: The Federation of British Manufacturers of Sports and Games in collaboration with the Camping Trades Association of Great Britain took part in a Joint Venture with the Department of Trade and Industry in the 44th annual American National Sporting Goods Association Show, held in the Astrohall, Houston, Texas this month.

The convention, which was the largest in the Association's history, featured about 1,200 exhibitors who displayed 1,600 sports products and drew an attendance of the sporting goods trade of 30,000. For the first time the 400,000 sq. ft. of the Astrohall was insufficient to accommodate the exhibits, many of which were shown in the adjoining Astrodome. The show was well attended by the trade press. Optimism reflected the buoyant sales projections for 1973-74 of an increase in total sports goods sales of about 5½ per cent over the total for 1971-72 of $5.5 billion.

Britain led the foreign exhibits with 34 firms. Austria showed products from 16 firms, Canada and West Germany each 11, Italy 10, Spain nine, and Belgium seven. Of the British, 23 were members of the Sports and Games Federation, and 11 of the Camping Trades Association. The distinction was again made by NSGA between sporting goods and camping goods, and the displays were separated. The British manifestations in both were prominently situated and enjoyed the advantages of the main flow of foot traffic.

A wide range of goods was shown, including inflatable boats, sleeping bags, firearms, knives, tents, back packs, track suits, water-proof clothing, water purifiers, fishing equipment and clothing, and equipment for soccer, golf, squash, badminton, ice hockey, tennis, table tennis and darts.

The appearance of the British exhibits was attractive. The great majority of British exhibitors was already represented in the US with, firms pleased with the performance of their agents. Other exhibitors sought representatives and soon found many potential candidates. A few were too highly specialised for agency arrangements and had established direct export connections with a few top-flight retailers in major cities.

The UK stands were supported by exhibits from the US distributors of British sporting goods. The reception given by the Consul-General for the British exhibitors, their American agents and special customers provided a valuable occasion for discussing sales campaigns, gathering information on market trends and opportunities and making plans for future meetings.

Strong interest was evident again this year in equipment and clothing for golf, tennis, fishing, boating, camping and hunting, baseball, ice hockey and billiards, while interest was growing in darts and gymnastics. Darts champion Barry Twomlow drew large audiences to the UK stand. Other fast-growing categories, according to economic forecasts, are winter-sports equipment and bicycles, and the abundance of these goods displayed, and the keen interest they aroused, supported the forecast.

Many of the British companies found a very favourable response to their products including Kwiz and Unicorn Darts, each of whom made significant gains into the US market of $200,000. John Hawley Ltd. received about 50 good inquiries, Isoprene and Black's of Greenock expressed themselves 'highly satisfied', and Peter Storm developed at least $20,000 worth of new business.

Others established connections with additional representatives and potential new customers. Firms which had exhibited consistently for many years fared better than those who were taking part for the first time, but all of the exhibitors gained valuable information on trends, prices, materials, manufacturing techniques and selling methods, in the enormous and expanding American sports goods market.

Inquiries and orders worth £1m at Zurich

ORDERS and sales inquiries worth more than £1 million have been reported by the 15 firms who exhibited at the Microtecnic Exhibition in Zurich earlier this month in a Joint Venture promoted by the Gauge and Tool Makers' Association and the British Overseas Trade Board.

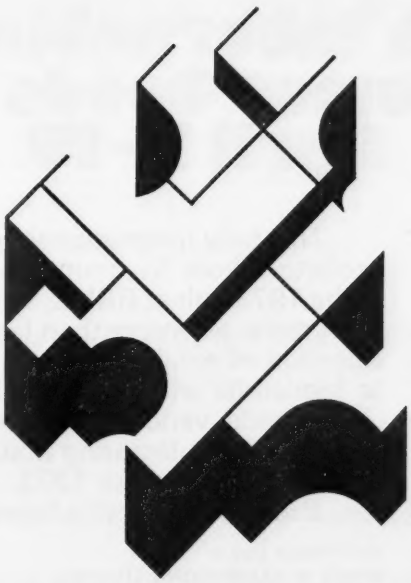
The companies, all members of the GTMA, jointly recorded firm orders worth £50,000 and had 800 trade inquiries.

Mr. Tom Williams, the GTMA's general manager, said: 'All the companies exhibiting in our scheme are members of our newly formed Metrology Section and equipment on display ranged from simple gauging tools to sophisticated three-axis measuring instruments with digital read-out. The general spirit of the British contingent was extremely high and the interest shown in their products by visitors from all over Europe was very encouraging.'

14-25 April 1973

51st MILAN TRADE FAIR

a world event
half a century of good business



Having celebrated its fiftieth anniversary Milan Fair is setting its sights on new and more ambitious targets.
Meanwhile Milan's last «Great Fair» cycle, which takes in the Fair of April 1972 and the 44 specialized trade shows held during the previous twelve months, shows the following totals: exhibition days 271 □ exhibitors 26,622 □ display sites and premises 1,851,540 sq.m. □ 90 countries sending exhibitors □ 76 countries officially participating □ over 4 million visitors representing 138 countries of all continents.
The Advance Catalogue, listing 80% of all exhibits shown at the big April Trade Fair, is available every year as from February 1st. Its detailed index of commercial items is in Italian, English, French, German and Spanish.
Plan a visit to Milan Trade Fair, and make sure of coming to the specialized trade show that covers your line of business.

Visitors' Cards and information from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 20 Savile Row, London W1X 2DQ ☎ 01-734 2411.

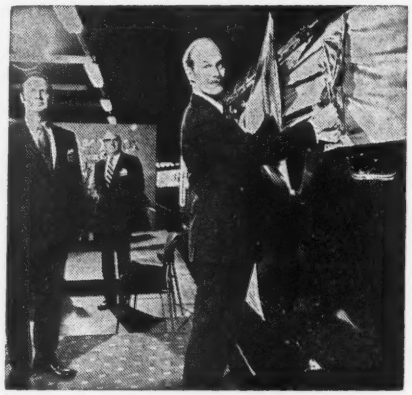
To a fanfare of trumpets, Lord Limerick cut the ribbon to launch Rank Xerox's European exhibition train.

First exhibition train leaves for Europe

THE first trade exhibition train to tour Europe left Euston station last week and opened again in Novara, Italy, on Tuesday. The £60,000, five-coach train will take a Rank Xerox exhibition of copying equipment around Eastern Europe over the next two years, calling at 63 towns.

After a shake-down trip through north Italy, the train visits Romania, Bulgaria, Yugoslavia, Hungary, Poland, Czechoslovakia and the German Democratic Republic. It was launched by Lord Limerick, Parliamentary Under-Secretary of State for Trade.

The itinerary has been arranged so that the train can call at some international fairs, including Zagreb's Interbiro this year and Leipzig next year.



Kleinwort visits Cologne fair

SIR Cyril Kleinwort, member of the British Overseas Trade Board, paid an official visit to the Cologne Fair (February 18-21). Twenty-one British firms were showing a full range of electrical appliances for the home.

More overseas interest in Hardware Trades Fair

OVER 42,000 buyers, including 14,560 from overseas, attended the International Hardware Trades Fair which ended its five-day run at Olympia on February 2. Overseas attendance was up by over 2 per cent.

The Fair, with over 600 exhibitors, was the largest and most comprehensive of its kind yet to be staged in this country. It presented a vast cross-section of hardware.

Foreign participation was strong. There were the government stands of Australia, Austria, France, Germany and South Africa as well as individual exhibitors from America, Belgium, Canada, Denmark, France, Germany, Ireland, Italy, Monaco, the Netherlands, Norway, Poland, Spain and Sweden.

John Sydney Ltd. took an initial order from the Argentine for £75,000 worth of assorted shower merchandise. Premier Services Ltd. did over £360,000 of business in the first two days.

Minister visits Lagos exhibition

LORD Limerick, Parliamentary Under-Secretary of State for Trade, is to visit Nigeria from February 25 to March 7 and will visit the British Industrial Exhibition at Lagos. This all-British exhibition is sponsored by the British Overseas Trade Board, and over 300 companies will be represented, occupying 148,000 sq. ft.

In addition to machinery of all kinds, exhibits will include building materials, roadmaking equipment and plant, commercial vehicles, oil-industry plant and components, mechanical handling equipment, and printing and book-binding machines. There will also be equipment, plant and components for telecommunications and water supply and electricity transmission and distribution.

BRNO: 1973

4th International Consumer Goods Fair April 7-15

This truly International Trade Fair is attracting 1,204 exhibitors from 41 countries. They will be participating in the 1973 Fair at BRNO, Czechoslovakia which will be even more extensive than last year's event with a richer selection of exhibits, every consumer item from furniture to foodstuffs will be on display.

A wide, varied and appealing display of consumer goods to manufacturing and sales companies will make this a major event for 1973.

BRNO is barely two hours away by air from London.

For information apply to:
FAIRS & EXHIBITIONS LIMITED,
21 Park Square East, Regent's Park, London, NW1 4LH. Tel: 01-935 8271 & 8235.

Antwerp's Audiant Fair succeeds

From R. W. James, Commercial Department, British Embasy, Brussels: The first British Joint Venture in Belgium this year—the first held in Antwerp—was organised at Audiant 73. It was held at the National Bouwcentrum from February 7-12 under the joint sponsorship of the Federation of British Audio and the British Overseas Trade Board.

Six British companies took part at this second Audiant in Antwerp, which is not only the centre of the Belgian Hi-Fi industry but the capital of the province with the highest proportion of Hi-Fi-owning families in Belgium. It is the only Belgian exhibition devoted solely to Hi-Fi products. Thirty-seven companies took space, and in addition to the official British participation a large number of British products were on display. Several of the British manufacturers in the official participation had exhibited independently in 1972, and their enthusiasm for it was the driving force behind this year's participation.

The British companies exhibiting included KEF Electronics with their well-known selection of loudspeakers, Armstrong Audio Ltd. with a complete range of tuners, amplifiers and receivers, and Keith Monks (Audio) Ltd. with Hi-Fi loudspeakers, pick-up arms, and microphone floor stand but whose greatest attraction was their record-cleaning machine.

Others were Acoustical Manufacturing Co. Ltd., Quad, whose name needs no introduction, Bower and Wilkins Electronics, whose loudspeakers had been an outstanding success at Audiant 72 and which have subsequently become almost household names, and finally A. R. Sugden and Co. (Engineers) Ltd., with their specialised range of turntables, pick-ups, cartridges and accessories.

British day was celebrated with the issue of a special brochure on the UK, the projection of a series of films highlighting aspects of British tourism and a reception offered by the British Commercial Counsellor which was attended by Mr. Cooke, president of the Federation of British Audio, who spoke of the increased opportunities which our recent membership of the European Communities would undoubtedly offer for the industry.

There is no doubt of the success of this year's exhibition. The 1972 attendance figures had already been overtaken after three days. The organisers' next problem will be to find additional space to house would-be exhibitors at an exhibition which is clearly well on the way to establishing itself in the Belgian fairs' calendar.

MISSIONS and TOURS

Opportunities in N. America following Leicester's mission

THERE are big opportunities in the North American market for Leicester producers of cut-and-sew novelty knitwear made from natural fibres. This news was brought back from New York by Mr. Arthur Simons, leader of the Leicester and County Chamber of Commerce mission which recently spent two weeks in New York and Montreal.

Mr. Simons added that prospects were not as bright for producers of double-jersey fabrics.

His own company took a small amount of orders, but response to samples had exceeded his greatest expectations. He said that the other knitwear people on the mission were more than satisfied with the interest shown in their merchandise and had good results. They had been selling to shops and stores, but he was selling to specialist outlets and had found that he had been a little early for the autumn 1973 market he was aiming at. For this reason he would have to be patient and await results.

Several members of the mission remained in North America to make further calls.

AN Earl Shilton company has won an order worth £25,000 to supply footwear to the Trucial States. The compnay, Haverhill Footwear (Leicester) Ltd., expects business from this part of the world to be worth more than £60,000 a year, provided the market is serviced well.

The news is contained in the official report of a delegation from the Leicester and County Chamber of Commerce which visited Kuwait, Bahrain, Abu Dhabi, Dubai and Sharjah at the end of 1972.

Report on E. Africa mission

BRITAIN has in-built advantages in Kenya, Zambia and Malawi, but exporters do not give them enough attention. They are far too complacent and will lose these traditional markets unless a more positive approach is taken.

This was the message brought back by Mr. J. E. C. Innes, leader of a mission to East Africa last year. The mission—sponsored by the Building Materials Export Group—has now published its full report. Copies are available from the Group, Suite 18, Chantrey House, Eccleston Street, London SW1.

Visit to Victoria by European director

MR. Alan Hall, London-based European director of the Victoria (Australia) Promotion Committee, will leave for Melbourne towards the end of February.

He will spend several weeks in Victoria for talks with Australian colleagues, State ministers and officials, and businessmen, as well as travelling widely to see recent industrial and commercial developments in Victoria.

The VPC, sponsored by the State Government, provides a commercial counselling service to overseas businessmen interested in trade links and industrial investment in Victoria.

1973 programme for PAMM

OVERSEAS market activities by the British Ceramic Plant and Machinery Manufacturers' Association (PAMM) this year embrace South America, the USA and Europe. A 15-strong trade delegation goes to South America in February; its programme will include attending the annual convention of the Brazilian Ceramic Association, at Salvador, and visits to other ceramic production centres in Sao Paulo, Recifi, Santa Catarina and Rio de Janeiro. Visits will also take place to some neighbouring countries on the South American continent.

In April/May a PAMM-sponsored and Government-assisted joint venture will feature nine companies and an association information area at the American Ceramic Society Exposition in Cincinnati.

Looking at EEC and the Western European market in November, PAMM will sponsor a 100 sq. m information area at Batimat, in Paris. Models of British plant and machinery together with photographic displays and a wide range of member companies' literature will be featured.

'British quality sells in Far East'

A BRITISH shirt-manufacturer returning from the Far East reports an encouraging demand for top-quality British merchandise in the rich markets of Hong Kong and Japan. Mr. E. J. M. Langford, managing director of John Langford and Co. Ltd., a manufacturer of fashion shirts, took orders worth over £30,000 and negotiated two licensing arrangements during a two-week tour as a member of an official trade mission organised by the British Menswear Guild.

Customers in Hong Kong included The Swank Shop, an exclusive and expensive menswear shop, and leading department stores Mackintosh's and Lane Crawford.

In both Hong Kong and Japan Mr. Langford agreed licensing arrangements for the local production of top quality shirts made to his design and sold under the John Langford of London label. These, combined with the important accounts opened on the tour, have given the company a firm foothold in the Far East.

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EXPORT BUSINESS

ESRO orders £2.3m-worth of System 4 computers

ICL has achieved a major success in Europe with an order for two Systems 4-72 computers. The order, worth £2.3 million, has been placed by the European Space Research Organisation as part of a total package worth £4.9 million placed with European computer companies.

The computers are to be installed at ESTEC, the European Space Technical Centre at Noordwijk in Holland, and ESOC, the European Space Operations Centre at Daarmstadt, in West Germany.

ESTEC's role is to define the type of satellite needed for specific experiments and to carry out simulation of satellite behaviour and on-board experiments. The 4-72 computer will be used by engineers via terminals in an interactive environment. The computer will also be linked to an existing hybrid machine as well as an Elliott graphics system.

ESOC is responsible for the control on a minute-to-minute basis of satellites in orbit as well as the analysis of the collected data. The ICL System 4-72 at ESOC will provide back-up to the GEOS satellite which will be launched in 1976 and for other satellites launched after this date.

British guards for Texas

RADIOVISOR Parent Ltd., manufacturers of industrial photo-electric controls, have recently obtained orders valued in excess of £25,000 from the US.

The orders are for Radiovisor photo-electric guards type MG1-13 to Texas Instruments, Dallas, Texas. The MG1-13 photo-electric guard is for installation on hydraulic presses and provides a light curtain across the access area of the press. Interruption of any part of the light curtain by the operator immediately makes the press inoperative.

Nigerian contract for Powell Duffryn

POWELL Duffryn Technical Services Ltd., consultants in mining, engineering and management, have been engaged by the Nigerian Coal Corporation to undertake studies for determining an overall policy exploiting the coal reserves of Nigeria.

Feasibility studies will go to three stages, provided the first two have favourable conclusions. The first stage—a management and technical audit—will combine a review of present operations and data and an assessment including management, administration, services and mining operations for opencast and underground mining.

Record exports of farm tractors and machinery

EXPORTS of farm tractors and machinery from the United Kingdom reached a record value of £297 million in 1972—£36 million (14 per cent) more than in 1971.

Value of imports was £58 million—an increase of £15 million, or 35 per cent, on the previous year.

South Africa's £45,000 order for Muir-Hill

THE Richards Bay harbour consortium in South Africa have ordered eight Muir-Hill 161 (163 hp) industrial tractors to haul long platform trailers carrying pre-cast concrete units. With spares, the order is worth £45,000.

The development of Richards Bay became essential when the contract for South Africa to export 30,000,000 tons of coal over 13½ years to Japan's steel mills was signed. Europe's power stations are also being regarded as a growing future market.

Weighted and ballasted to 19,000 lb., the Muir-Hill 161 tractors will operate on gradients of 2 per cent.

Record medicines exports

PHARMACEUTICAL companies in Britain exported £180.8 million in medicines and vaccines last year. This record figure, some £12 million up on 1971, was greatly helped by increased business with the six original EEC countries. They bought £35.6 million of British pharmaceuticals, a 20 per cent increase over the £29.5 million of sales to the Six in 1971.

The Republic of Ireland became the industry's principal market, taking £11.2 million worth of medicines (£9.5 million in 1971). Second was Japan, which imported £10.4 million of pharmaceuticals from this country (£9.3 million). Third biggest market was Belgium followed by Nigeria, USA, Sweden, France, Italy, West Germany and Switzerland.

Carruthers monobox cranes for world's largest desalination plant

AGAINST strong international competition, J. H. Carruthers and Co. Ltd. of East Kilbride have won a £73,000 contract for four cranes to be used in the world's largest desalination plant, under construction in Hong Kong.

The cranes—from Carruthers' Monobox range of Goliath and EOT models—are being bought by the Japanese contractors, Sasakura Engineering Co. Ltd. of Osaka.

The largest crane, a 50-ton capacity Goliath which will be used for unloading barges, will incorporate special rail clamps to the sill girders to withstand typhoon conditions. The other cranes are a 20-ton EOT, and a 5-ton manual hoist. Delivery is scheduled to begin in May.

Completion of Jeddah port

SAUDI Arabia has opened the £20 million Red Sea deepwater port of Jeddah, half-way between Suez and Aden. The consulting engineers for this development were Sir William Halcrow and Partners of London, and the contractor was Archirodon SA of Athens. The new port has nine deepwater berths, with appropriate undercover and open-storage space, and a cargo-handling capacity of 1.5 million tons. Much of the cargo will be handled mechanically by 24 dockside cranes supplied by Stothert and Pitt of Bath.

Sir William Halcrow have now been instructed to design further buildings, also to be sited on reclaimed land. Among them are a police barracks and a five-storey quality and health-control laboratory as well as warehouses and offices. Total value of these latest contracts is estimated at £1.2 million.

£1m Australian project for Taylor Woodrow

TAYLOR Woodrow International Ltd. has received a contract valued at approximately A$2 million (£1 million) for the construction of a library/supplies block and lecture theatre at Flinders Medical Centre, Bedford Park, Southern Australia for the South Australian Government.

Work began recently with progressive completion scheduled for May and June 1974. The buildings will provide comprehensive facilities for seminars and lectures with the library also providing sterile departments, treated-water tanks and other facilities associated with medical requirements.

Gibbons to supply package kiln to Czechoslovakia

A PACKAGE kiln for the production of lightweight foamed-alumina insulation bricks is to be supplied to Decin in Czechoslovakia by Gibbons Brothers Ltd.

The kiln is to be 65.8 m long and will be supplied in knocked-down form after being jig-built and pre-assembled at the company's works. Capable of an output of 4,000 tons of bricks a year, the kiln will be fired by town gas with a maximum operating temperature of 1,550 degrees C.

The value of this order is £106,000, bringing the total value of recent Gibbons Brothers exports to Czechoslovakia to £566,000

Margo exports soar

FOLLOWING an intensive export drive, Margo Fabrics Ltd. report that around 25 per cent of their total production of furnishing fabrics is currently being sold overseas.

Although the volume of exports has been growing steadily for some time, the past three years have seen the most dramatic increases. Large hotel contracts and furniture manufacturers account for the bulk of Margo's exports, while the largest markets are currently Scandinavia, Australia, Canada and South Africa.

Wake-up down-under

EXPORT orders for alarm clocks worth £136,000 on the retail market have been won by General Time of Dumbarton from the Lebanon and Australia.

They include 31,000 Westclox Big and Baby Ben alarms for Australia, and at the other end of the scale 36 for the Falkland Islands and 48 for St. Helena. Both island markets are among the company's most consistent customers. St. Helena has bought nearly 600 clocks in the past nine years.

Dry-cleaning machine successes

BROWN and Green Ltd., Luton, manufacturers of ASM dry-cleaning machines, have developed a new approach to cleaning industrial garments, particularly in polyester/cotton mixtures.

The new technique, known as Rapidex, combines the advantages of cleaning in solvent and washing in water into a single dry-to-dry process which depends upon the addition to the solvent bath of up to 60 per cent of water on the weight of the work in the machine.

The biggest export success to date is an order from the US worth £120,000 for 12 Rapidex 250 machines to be delivered during 1973 to a number of major cleaning firms. European orders of particular note have been achieved in France and in Belgium, together worth some £13,000.

Satellite earth station for Arabian Gulf

A MODERN telecommunication complex, which will include a satellite earth station, is to be installed by Cable and Wireless Ltd. in the United Arab Emirates in the Arabian Gulf.

The earth station, which will be the tenth to be owned and operated by Cable and Wireless and its associates, will be built in Dubai, close to the border with Abu Dhabi.

Cable and Wireless engineers will be responsible for the design, overall project control and acceptance testing of the installation. They will also operate and maintain it when it is in service.

Scottish computers for Australia and Germany

KRAFT Foods Ltd. in Australia has ordered a £160,000 Honeywell 2040 computer for delivery from Honeywell's Newhouse, Lanarkshire plant in September this year.

Kraft, one of Australia's larger national manufacturers of grocery products, will use the system initially to process invoices, prepare loading summaries and analyse sales statistics. By adding to these data information on production and transfers, an inventory control system will evolve. The resources of the computer will also be available to Kraft's research and development department for linear programming.

Honeywell has also received an order for one of its Series 2000 computer systems from Amphenol-Tuchel Electronics GmbH, electronics manufacturers in West Germany.

The computer, a model 2050 valued at £223,000, will be shipped in April. Initial applications are to be accounting and stock control, followed by production control.

First European polychromatic carpet installation

VTW, a major German producer of tufted carpets, have become the first European carpet manufacturer to install a polychromatic carpet-dyeing machine.

The machine, a Colorscope, was manufactured by Dinting Engineering Works and sold by Tootal Licensing.

The carpet produced by VTW, who have installed the dyeing plant at their Berlin factory, consists of five basic designs each in a range of six colour ways.

Tootal Licensing say this installation is only the second in the world for producing patterned dyed tufted carpets. The first, in America, produced carpet which won a gold medal for carpet design at the Chicago trade fair in 1972.

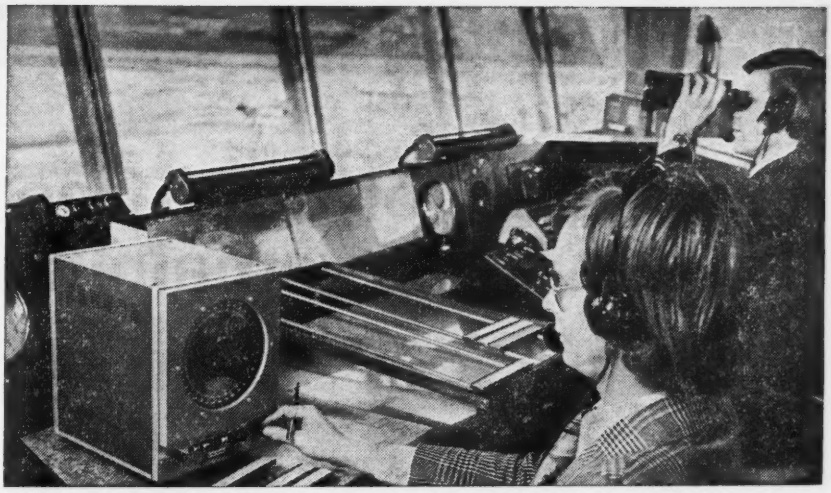
Interlingua help with new link

INTERLINGUA Translations, East Grinstead, have had between 25 and 50 staff working exclusively on the translation into two languages of all instruction manuals for one of the biggest telecommunication projects in the world. This was the laying of a submarine telephone cable system between Brazil and the Canary Islands—a distance of over 2,500 miles under water, and the first direct link between South America and Europe.

Interlingua have handled the job for Standard Telephones and Cables Ltd. from the original request for tender from the Brazilian and Spanish Governments. This has involved the translation into Brazilian Portuguese and Spanish of over 10,000 pages of highly technical instructions for the assembly, maintenance and operating of the cable system, with technical drawings on almost every page. The company also undertook the printing of 63 large manuals in both languages, with the various editions totalling 1,300 volumes. The work took 2½ years.

BIC Construction wins £500,000 Zambian order

A CONTRACT worth more than £500,000 has been awarded to British Insulated Callender's Construction Co. Ltd. by N'changa Consolidated Copper Mines Ltd.



Following delivery of its automatic VHF/DF to Kenya, the MEL Equipment Co. Ltd., Crawley, has announced further orders from Mexico for the airports at Monterrey, Tijauna, Guadalajara, Tepic and Peurto Vallarta. The VHF Direction Finder, known as the CE254, has been developed as an accurate yet cheap direction-finding system for small airfields.

The contract is for the design, supply, installation and commissioning of two complete sets of busbar equipment which will enable the cell line current of the C and D units at the customer's Rokana Tankhouse Refinery at Kitwe, in Zambia, to be uprated to 30,000 amps. The authorised buying agents and consulting engineers are the Anglo-American Corporation Group.

Mile of Silvercord belting for cement plant

A CONTINUOUS length of BTR Belting's Silvercord steelcord conveyor belting over a mile long has been installed at Canada's largest cement plant at Mississango, Ontario. It replaces trucks which had been used to transport limestone from the docks to the plant, and clinker and cement on the return journey.

The St. Lawrence Cement Co. changed their materials handling for a number of reasons, resulting from their need to alter the volume structure of their business.

Now a quiet, clean and totally enclosed 54-inch wide Silvercord conveyor belt carries limestone or cement at rates of 3,000, 2,000 and 1,000 tons per hour.

Steel orders for Dunford Hadfields top £500,000 in five weeks

EXPORT orders valued at over £500,000 were booked during a five-week period this year by Dunford Hadfields Ltd. of Sheffield.

These orders for rolled-steel billet and forged-steel rolling-mill rolls were negotiated with EEC countries prior to UK entry, and from Norway, Turkey, Sweden, Switzerland, Canada and US.

The company reports that orders from the Middle East have shown a dramatic upswing in recent months with business, although hard to get, being obtained at favourable levels.

Specialist steel firm finds valuable markets in US

AN order for cold-forging wire, valued at £61,400 has been received from the US by Unbrako Steel Co. Ltd. of Kiveton, Sheffield. The material is required by an American-based associate company in the SPS (USA) Group for the manufacture of threaded-fastener products.

North America is proving a good market for the alloy steel wire, hot-rolled rod and bright bar produced by the Kiveton company. Since the beginning of this year Unbrako has obtained six orders for wire and rod of cold-forging quality from component manufacturers worth more than £188,000.

Howden deliver early, win further contract

As a result of despatching two air-preheaters ahead of schedule to Hanasaari power station in Finland last summer, James Howden and Co. Ltd. have announced further orders worth over £150,000 for air-preheaters for the extension of the power station.

Rock Fall awarded drilling job

ROCK Fall Co. Ltd., drilling and explosives engineers of Barrhead, Glasgow have been awarded a contract for underwater rock drilling and blasting at Kharg Island in the north-east Persian gulf.

The contract, awarded by the main contractors, SAIPEM of Milan, is for the excavation of a trench with a 24 m bottom width at the terminal end of a crude-oil pipeline at Kharg Island.

The contract, valued at £1.9 million, requires the drilling, blasting and removal of an estimated 100,000 m³ of rock, both underwater and on land.

Linegear win £¼ million order

A £250,000 export order has been won against international competition by Linegear Ltd., Banbury for the supply of 170 kV outdoor air-break disconnecting switches to Turkiye Electrik Kurumu, Ankara—the Turkish electricity authority—for installation at various substations throughout the country.

The order is the first ever won by Linegear in Turkey and calls for deliveries to begin in mid-June.

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New rules for duty-free trade with the countries remaining in EFTA

THE United Kingdom's trade with the countries remaining in EFTA is now governed by a series of Free Trade Agreements (FTAs) between these countries and the enlarged Community, although the EFTA origin system will remain in force until the end of March. The article on page 585 of *Trade and Industry* of December 21, 1972 explained how these Agreements provided for duty-free trade to continue between Denmark and the United Kingdom on the one hand and the countries remaining in EFTA on the other, during the transitional period when duties within the enlarged Community, and between the Six and the Republic of Ireland and the remaining EFTA countries were phased out. The conditions for the continuance of this free trade have to ensure that the transitional tariff barriers between the various countries concerned are not evaded; that, for example, a product from the Six which would be dutiable if imported direct into the United Kingdom cannot be sent to one of the former EFTA countries, undergo minimal processing there and then be re-exported duty-free into the United Kingdom. The solution reached in the negotiations last July was that duty-free treatment during the transitional period should be confined to products which had satisfied the new FTA origin rules wholly in the former EFTA countries. Goods which complied with the origin rules but only by using materials from the Six or the Republic of Ireland would be dutiable.

Further reflection indicated that this provision was too drastic, and would result in many goods manufactured from materials originating in the Six or Ireland, becoming temporarily dutiable, although they now qualified for duty-free entry under the EFTA origin rules and would regain duty-free status at the end of the transitional period. Accordingly, as the December 21 article indicated, consideration has been given to modifying this provision without reintroducing the trade deflections it was intended to prevent. Modifications have now been agreed between the Community and the other countries.

The new rules

First of all, the original position stands. Goods will still be entitled to duty-free entry into countries of the old EFTA group if they have acquired originating status and undergone any subsequent processing solely in these countries. In addition they must not have benefited from any drawback of duties (although there are, as in EFTA, a few exceptions from this rule).

Example 1

Men's suits (61.01) qualify as originating products under the rules in List A if they are manufactured from non-originating yarn.

An Austrian manufacturer imports man-made fibre fabric originating in Portugal and makes men's suits from it. These suits qualify as originating, and, since they have gained their origin *entirely* in the countries of the old EFTA group without relying on originating goods from the Six or Ireland, they also qualify for duty-free treatment on importation into those countries.

If, however, the cloth is woven in Portugal from Japanese yarn it does not gain originating status; neither does the suit made in Austria from it. The required processes of weaving and making up have been achieved only by compounding the operations in Portugal (weaving) and Austria (making up). This is not allowed under the new origin rules which require that the entire process must be done in one country. The Austrian manufacturer can therefore use cloth woven in Austria from Japanese yarn and his suit will be originating. Moreover, since the suits have gained their origin solely in Austria they will qualify for duty free entry in any of the other countries in the old EFTA group.

The modifications which have now been agreed are derogations from the original provisions explained above. One applies to all goods covered by the Agreements, except textiles. The other is limited to textiles. In all cases the rules laid down in Protocol 3 must be observed—otherwise the product will not originate at all. But the Protocol 3 rules need not now be satisfied wholly in countries of the old EFTA Group. If certain additional conditions are met, the finished product will be eligible for duty-free treatment, although it has acquired origin partly as a result of working or processing carried out in the Six or the Republic of Ireland. The conditions are these:

(i) Goods not falling in Chapters 50-62 of the Tariff will be eligible for duty-free entry if they satisfy the Protocol 3 rules, *and* if countries of the old EFTA group have contributed 50 per cent or more of the value of the finished product.

(ii) The textile provisions are more complicated and the details are set out below. The goods must, again, satisfy the Protocol 3 rules; but a textile product shown in Column 2 below can now be manufactured from the materials shown opposite that product in Column 1—provided that the materials originate in the Six or the Republic of Ireland—without loss of duty-free entry. (In effect the same 'starting materials' are permitted as in EFTA, with the difference that they must originate in the Six or the Republic of Ireland.)

Example 2

The List A rule for electric cookers (85.12) limits the value of non-originating components to 40 per cent of the value of the final product. A Swedish firm manufactures an electric cooker from Canadian parts totalling 30 per cent of the value of the final product, parts originating in the Six totalling 15 per cent and the rest Swedish parts and labour. The final product satisfies the origin conditions but only by using parts originating in the Six. If all the imported parts had been Canadian the total value of the non-originating constituents would have risen to 45 per cent and exceeded the 40 per cent limit. The cooker also satisfies the conditions for duty-free treatment since its EFTA content (in this case entirely Swedish) amounts to more than 50 per cent.

Example 3

Single flax yarn originating in Ireland is imported into Sweden and made up into rope netting (59.05). Under the process rule in List A the only non-originating materials permitted for this netting are natural fibres, chemicals, and coir yarn; therefore the Swedish netting made from flax yarn originates only because the yarn is Irish: if Japanese yarn had been used the rule would not have been satisfied. But the netting also satisfies the further condition for duty-free entry because 'single yarn' appears in Column 1 in section 6 opposite the 59.05 products in Column 2. If, however, the original single yarn had been further processed in Ireland to make rope and the Swedish manufacturer had used the originating Irish rope this would have gone beyond what is allowed for duty-free treatment.

Goods which satisfy the origin rules in the Agreements but which fail to satisfy the extra conditions for duty-free EFTA trade will be dutiable, in most cases, at the preferential rates applied between the UK and the original Six. On July 1, 1977 most of the transitional duties referred to in the beginning of this article will disappear. So, consequently will the need for measures to prevent their evasion.

Telephone inquiries should be made to 01-222 7877 ext. 2713/2750.

Column 1		Column 2	
1.	50.03 Silk waste (including cocoons unsuitable for reeling, silk noils and pulled or garnetted rags) 56.03 Waste (including yarn waste and pulled or garnetted rags) of man-made fibres (continuous or discontinuous), not carded, combed or otherwise prepared for spinning		All products of Chapters 50 to 62
2.	53.05 Sheep's or lambs' wool or other animal hair (fine or coarse), carded or combed		All products of Chapters 50 to 57
3.	ex 56.01 Man-made fibres discontinuous), not carded, combed or otherwise prepared for spinning of the kind defined in Note 1(a) to Chapter 51		All products of Chapters 50 to 57 *except* 56.04 Man-made fibres discontinuous or waste), carded, combed or otherwise prepared for spinning
	ex 56.02 Continuous filament tow for the manufacture of man-made fibres (discontinuous) of the kind defined in Note 1(a) to Chapter 51		The following products of Chapters 58 to 62:
		ex 59.01	Sanitary towels
		ex 59.04	Twine, cordage, ropes and cables, plaited or not, other than continuous single yarn made entirely of fibres of the kind defined in Note 1(a) to Chapter 51
4.	ex 56.01 ex 56.02 Fibres and tow, of polypropylene, provided that the value of the polypropylene fibres does not exceed 40% of the export price of the finished product	ex 59.02	Needled felt, whether or not impregnated or coated
5.	ex Chapters 50 to 57 Yarns	ex 50.09	Woven fabrics, dyed, containing 80% or more by weight of silk or of waste silk other than noil
		ex 51.04	Woven fabrics of man-made fibres (continuous), flocked
		ex 55.09	Other woven fabrics of cotton, flocked
		ex 55.09	Organdies, bleached and mercerised and parchmentised
		ex 56.07	Woven fabrics of man-made fibres (discontinuous or waste), flocked
		58.01	Carpets, carpetting and rugs, knotted (made up or not)
		ex 59.01	Sanitary towels
		ex 59.15	Textile hose-piping and similar tubing, of which flax and true hemp or these two materials together represent 50% or more by weight of the total textile fabric content
		ex 59.17	Bolting cloth
		ex 59.17	Textile articles other than the products defined in Note 5(a) to Chapter 59
		ex 60.03	Stockings, under stockings, socks, ankle-socks, sockettes and the like, complete and ready for wear
		ex 60.06	Articles of the kind corresponding to the goods classified in headings 60.02 to 60.05, elastic or rubberised, complete and ready for wear or use
6.	ex Chapters 50 to 59 Single yarns	59.05	Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope
		59.06	Other articles made from yarn, twine, cordage, rope or cables, other than textile fabrics and articles made from such fabrics

Column 1		Column 2	
7.	ex Chapters 55 and 56 Single yarns	ex 58.08	Net fabrics, of a uniform square or diamond-shaped mesh knotted at each corner, entirely of cotton or of fibres of the kind defined in Note 1(a) to Chapter 51
8.	ex 51.01 Yarn of man-made fibres, continuous, of the kind defined in Note 1(a) to Chapter 51, not put up for retail sale	ex 58.08	Net fabrics, of a uniform square or diamond-shaped mesh knotted at each corner, entirely of cotton or of fibres of the kind defined in Note 1(a) to Chapter 51
	ex 51.02 Monofil, strip (artificial straw and the like) and imitation cat-gut, of man-made fibre materials of the kind defined in Note 1(a) to Chapter 51	ex 59.04	Twine, cordage, rope and cable, plaited or not, other than continuous single yarn made entirely of fibres of the kind defined in Note 1(a) to Chapter 51
		ex 59.05	Nets and netting made of twine, cordage or rope and made up fishing nets of yarn, twine, cordage or rope
		ex 59.06	Other articles made from yarn, twine, cordage, rope or cables, other than textile fabrics and articles made from such fabrics
9.	ex 51.01 ex 51.02 ex 56.05 Yarn, monofil, strip (artificial straw and the like) and imitation cat-gut of cuprammonium	58.06	Woven labels, badges and the like, not embroidered, in the piece, in strips or cut to shape or size
10.	ex 51.02 Monofil or polyester	ex 59.17	Fabrics (other than woven textile felts) of a kind commonly used in machinery for making or finishing cellulosic pulp, paper or paper-board, including such fabrics in tubular or endless form
11.	ex Chapters 50 to 59 Fabrics and other products *except* goods falling in 59.10 and 59.11	59.10	Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape or of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not
		ex 59.11	Plates, sheets and strip, of expanded foam or sponge rubber combined with textile fabrics
12.	ex Chapters 50 to 59 Fabric, not being lining, trimming, or accessories, provided that its value does not exceed 45% of the export price of the finished product	ex 61.01	Men's and boys' outer garments, complete and ready for wear
		ex 61.02	Women's, girls' and infants' outer garments of the following kinds, complete and ready for wear: dresses, skirts, jackets, trousers (other than trousers of which the fabric is of a kind falling in 55.08 and 55.09), costumes (consisting of jacket and skirt or jacket and trousers) and overcoats
13.	ex Chapters 50 to 59 Fabric provided that its value does not exceed 40% of the export price of the finished product	ex 61.09	Brassières, corsets, corset-belts, corsellettes, girdle corsets, hip belts and similar body-supporting under garments, complete and ready for wear

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Mexican iron and steel works: £45 million orders for Britain

Two loans together worth £40 million will finance 90 per cent of contracts to be placed in Britain to assist in the construction of an iron and steel works at Las Truchas, Mexico. The project is said to be the biggest single industrial development undertaken by the Mexicans, and investment for the first stage is estimated at £200 million.

The loans, backed by the Export Credits Guarantee Department, are being negotiated by Baring Brothers and Co. Ltd. with the Nacional Financiera SA of Mexico.

A loan of £35 million will be provided under a line of credit arrangement for approved contracts between Siderurgica Lazaro Cardenas Las Truchas (SICARTSA) and UK exporters, who will supply capital plant and services. Contracts must be placed by June 30, 1974 and have a value of at least £100,000; they will be eligible for 90 per cent finance from the loan. Repayment will be over 11 years from July 1, 1977. This loan is being negotiated by Baring on behalf of a syndicate of the London and Scottish clearing banks.

Exporters interested in the line of credit should contact Mr. J. Astruc of ECGD (tel: 01-606 6699 ext. 7313) or Mr. I. S. Beaton of Baring (tel: 01-588 2830).

A loan of £5 million is to be used to finance 90 per cent of a contract between SICARTSA and British Steel Corporation. Under the terms of the contract, which was won in the face of strong foreign competition, British Steel will advise SICARTSA on the planning, construction and initial operation of the works, as well as training Mexicans for work in the plant. Repayment of the loan will be over either eight or 11 years according to the total value of contracts placed under the line of credit. Baring is acting on behalf of Barclays Bank International Ltd. as agent for Barclays Bank, Lloyds Bank, Midland Bank, National Westminster Bank, Williams and Glyns Bank, Bank of Scotland and The Royal Bank of Scotland.

France and Albania

The French *Moniteur du Commerce International* of January 15 published details of the protocol to the trade agreement of April 7, 1972, between France and Albania and set out the list of goods to be exchanged between the two countries for 1973.

Albanian exports to France include preserved fruit pulp and jams, spirituous beverages, carpets, crude petroleum, cotton fabrics, clothing, and ammonium nitrate. A second list sets out the goods which can be imported at present into France from Albania without quantitative restrictions.

French exports to Albania include agricultural products, industrial oils, chemical and pharmaceutical products, hides and skins, textiles, fabrics and clothing, machinery and equipment, non-ferrous metals, coke, tin, and cables.

Inquiries should be addressed to OTAR Section, Export Data Branch. Copies of the commodity lists in French can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Federal Republic of Germany and Romania: quotas for 1973

A PROTOCOL governing trade between the Federal Republic of Germany and Romania establishing quotas for 1973 for goods which are not liberalised was signed in Bonn on January 22, 1973.

EDB ext. 466/467/482

Handloom cotton textiles from Pakistan

CERTAIN handloom cotton goods from Pakistan may (from February 19) be imported into the United Kingdom free of duty up to an agreed ceiling if a certificate issued on behalf of the approved authorities in Pakistan and certified by or on behalf of the Secretary of State is presented to Customs at the time of importation. If the appropriate certificate for duty relief is presented to Customs in these circumstances the goods concerned may be imported under the Open General Import Licence, ie without the need of an individual import licence.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 8.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	*n*-Non-2-ynoic acid	as in previous column	December 31, 1973	14243
73.15	Hot rolled steel sheets not less than 2000 millimetres nor more than 2010 millimetres in width and not less than 3 millimetres nor more than 12.5 millimetres in thickness, containing not more than 1.8 per cent manganese and not less than 0.15 per cent nor more than 0.35 per cent carbon as the major alloying elements	Steel sheet in coils	December 31, 1973	12902

The Import Duties (Temporary Exemptions) (No. 2) Order, 1973

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 2) Order 1973.

This Order continues until the beginning of April 2, 1973, the temporary exemption from import duty of fresh, chilled or frozen beef and veal.

The Order came into operation on February 1, 1973 and has been published as Statutory Instrument 1973 No. 129.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and Branches (price 3p) or by post from HMSO, PO Box 569, London SE1 (price 5½p).

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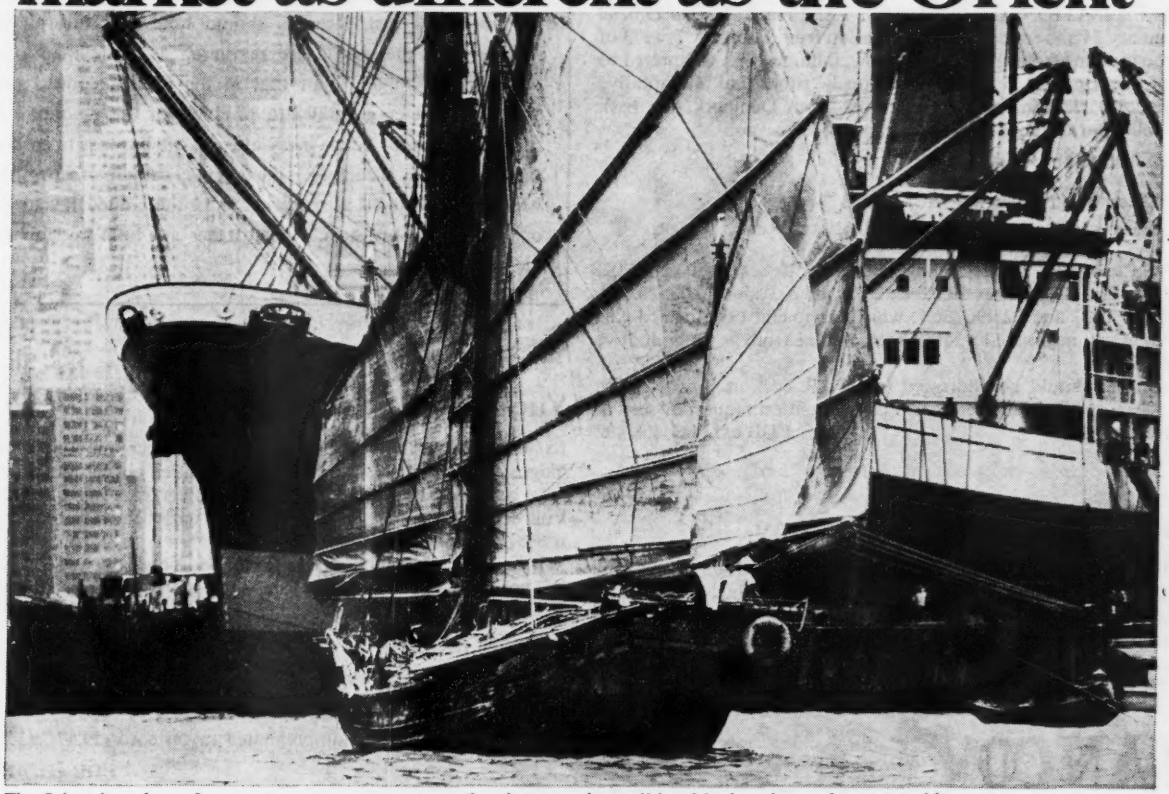

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TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

France

LIBERALISATION OF IMPORTS: The French *Journal Officiel* of January 24 announced the liberalisation from February 1, 1973 of all goods, apart from those listed below, falling within Chapters 1 to 24 of the customs tariff and previously subject to quantitative restrictions when imported into France from Denmark, the Irish Republic, Britain, and Northern Ireland.

The items still restricted are:

Sheep (tariff no. 01.04 AIb)

Sheepmeat (tariff no. 02.01 A ex IV).

Foodstuffs and plants falling within tariff headings ex 06.02, 06.03, ex 16.04, 20.01, ex 20.02, ex 20.04, ex 20.05, ex 20.06, 20.07A ex B, ex 21.07 and 22.09C ex 1, which, up to end 1972 formed part of the yearly negotiated quotas, are now free from any quantitative restriction.

Inquiries should be addressed to OTAR Section, Export Data Branch. Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Federal Republic of Germany

IMPORT OF EGGS—BAN LIFTED: The ban introduced on June 4, 1971 on the import of eggs into the Federal Republic of Germany, which applied to Great Britain but not to Northern Ireland, has been lifted completely. **EDB ext. 466/467/482**

JANCO جانكو

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Yugoslavia

INCREASE OF IMPORT DUTIES: It has been announced in the Yugoslav *Official Gazette* that import duties on certain products have been increased by 50 per cent with effect from January 1, 1973. Full details have not yet been received but chemical products are those mainly affected.

It has also been announced that an additional duty of 4 per cent has been imposed on the following items with effect from January 1, 1973:

Carbon (28.03/1)

Outer tyres for tractors (40.11/1c)

Inner tyres for tractors (40.11/2c)

Impregnated and non-impregnated rayon cord (59.17/2a, 2b).

EDB ext. 420/475

Malta

ENCOURAGEMENT FOR INDUSTRIAL INVESTMENT: The Prime Minister of Malta announced in Parliament on January 29 new incentives for industries setting up in Malta. These include subsidised leasing of factories and sites, employment subsidy for workers recruited from the Emergency Labour Corps, lower interest rates for investment project loans, investment allowance, accelerated depreciation allowance, reduced rates of company tax, and exemptions from Customs duty on industrial machinery, raw materials and other items imported for the production of goods for export. Enhanced incentives for firms controlled by Maltese citizens and additional assistance to attract labour-intensive industries are also proposed.

Before any of the inducements are granted, the Malta Government will seek advice from the Malta Development Corporation and/or the Industries Promotion Council. **CRE ext. 3476**

Israel

TARIFF AMENDMENTS: The Israeli authorities have announced amendments to the customs tariff which affect the following items:

04.02.2000	05.07	07.02	07.03.1000	07.03.9900	07.04.4000
07.04.9000	08.01.2011	08.01.2019	08.01.2091	08.01.2099	08.03.2000
08.04.2000	08.05.1010	08.05.1090	08.10	08.11.9900	08.12.1010
08.12.2010	09.01.3000	09.02.1000	09.02.9910		
10.06.9900	11.02.1010	11.02.2031	11.05	13.02.1010	13.02.1020
13.02.1030	13.03.1051	13.03.1059	13.03.1091	13.03.2000	15.07.1010

ISRAEL: TARIFF AMENDMENTS
continued

15.07.9910 15.07.9920 15.08.9990 15.08.9991 16.04.2099 16.04.3000
17.01.2000 17.02.2010 17.04.1000 17.04.2000 17.04.3000 17.04.5000
17.04.9900 17.05 18.05 18.06.1000 18.06.2000 18.06.3000
18.06.9900 19.02.9900 19.05 19.07.1000 19.08.2000 19.08.9900

20.01.1000 20.01.9900 20.02.1000 20.02.4000 20.02.5000 20.02.9900
20.03 20.05 20.06.1000 20.06.2000 20.06.3000 20.06.4000
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28.35.1000 28.38.2000 28.38.3000 28.38.4000 28.40.2000 28.46.1000
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29.25.3200 29.25.3300 29.26.1000 29.30.1000 29.31.1000 29.34.1000
29.34.2000 29.35.1000 29.35.2000 29.35.3000 29.38.1031 29.38.1039

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British exporters with inquiries should give tariff item numbers or a description of the goods in which they are interested and should address the inquiries to Tariff Section of Export Data Branch.

EDB ext. 420/475

Saudi Arabia

NEW LABELLING REGULATIONS: Further to the notice which appeared in *Trade and Industry* of December 28, 1972, the following labelling regulations for all types of packaged, bottled and canned foodstuffs and beverages are now being strictly enforced in Saudi Arabia:

> The label, whether printed on the container, glued on to the exterior or placed inside, 'must state in detail the contents of the container; the name of the producer and his detailed address; the name of the representative of the society or of the distributor in the Kingdom of Saudi Arabia; the container's weight, its size or number; the kind and extent of any addition to the original substance of the container; the number of its manufacture (batch number); the date of packing and the expiry date of the goods. All the information indicated on the label must be declared in an international language such as English in addition to the language of the exporting country. However, usage of the Arabic language if possible should be given priority.'

No information is yet available as to the likely recommendations of the Government body mentioned in *Trade and Industry* of December 28, 1972. **EDB ext. 420/475**

VEHICLE FEES: The fees imposed on foreign passenger motor vehicles entering Saudi Arabia were cancelled on November 25, 1972. A fee of 50 Saudi Riyals will now, however, be levied on vehicles engaged in the transport of goods which enter the country. No further information is available. **EDB ext. 420/475**

SOCIAL INSURANCE LAW: The Social Insurance Law sanctioned by royal decree on November 15, 1969 came into force in Saudi Arabia on February 4 this year. The law will have to be taken into account by companies submitting tenders which include work within Saudi Aradia. Copies of the law may be borrowed.
CRE ext. 2221, ESD ext. 246

Zambia

IMPORT OF MOTOR CARS: The Zambian Ministry of Trade and Industry announced on February 14 that in order to conserve foreign exchange and enable proper servicing of cars, only certain models can in future be imported (subject to present import controls). A list of ten models has been published, with only two UK models included. Variations of the same model are permitted as long as spares are interchangeable. Spares for the cars already in Zambia will also be permitted but at a reduced rate. The restrictions are effective immediately although cars already shipped will be permitted as will those imported by private individuals. Commercial vehicles are not affected. **ESD ext. 471/472/473/462**

Madagascar

DISLOCATION IN PORTS: A go slow is seriously hampering the loading and unloading of ships in the Port of Tamatave and in the other ports of Madagascar. It was announced that a 20 per cent shipping surcharge would be imposed from February 19, 1973 on all goods loaded or unloaded in the Port of Tamatave.
CRE ext. 2334

Dr. Saleh Ahmed, director of the laboratories of the Conservation of Antiquities Department of Cairo Museum, who is in Britain to supervise packing of the Tutankhamun exhibition for its return to Egypt, visited Cambridge to buy a second ultraviolet spectrophotometer made by Pye Unicam Ltd. Dr. Ahmed, pictured above, said the ability of the SP1800 to analyse minute samples will make it extremely useful for tracing the origins of many Egyptian antiquities.

South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List 581, published in the South African *Government Gazette* of February 10, contains an application to the Board of Trade and Industries for increase in duty on:

> Hat forms, hat bodies and hoods of furfelt suitable for men's hats (65.01.10.10)
>
> Certain footwear including bedroom slippers, goloshes, rubber or artificial plastic boots, ballet shoes, beach thongs, spiked athletic shoes, tennis shoes etc.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application should address inquiries to Commercial Relations and Exports Division.
CRE ext. 2274

New Zealand

CUSTOMS TARIFF INQUIRIES—DEAD POULTRY, LIGHTER FUELS, BOOT AND SHOE LASTS: The New Zealand Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of the goods listed in the attached schedules. This reference has arisen following representations made after the announcement of proposed exemptions from import licensing (see *Trade and Industry*, November 4, 1971, pages 284-5).

THE GAMBIA
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For the purpose of taking evidence the Board will hold public hearings commencing at 10.30 a.m. on the dates shown below in the Committee Room, Seventh Floor, Cumberland House, Upper Willis Street, Wellington.

Goods	Date of public hearing	Closing date for receipt of representations	Tariff provisions item under reference
Dead poultry	Thursday, May 3, 1973	Thursday, April 12, 1973	Schedule A
Lighter fuels	Tuesday, May 22, 1973	Tuesday, May 1, 1973	Schedule B
Boot and shoe lasts	Wednesday, May 30, 1973	Wednesday, May 9, 1973	Schedule C

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972 about changes in the New Zealand customs tariff. Copies of this statement can be obtained from the Tariff and Development Board. Parties intending to make representations or requests about the exemption from import licensing of goods at present not so exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years'.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than the dates shown above. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Export House (ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member.

SCHEDULES

Number	Description	Rates of duty BP	MFN	GEN
SCHEDULE A				
02.02.000	Dead poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (except liver), fresh, chilled or frozen	20%	40%	45%
	Aul	10%		
SCHEDULE B				
36.08	Other combustible preparations and products: Liquid fuels of a kind used in mechanical lighters, in containers of a capacity not exceeding 300 cm^3:			
36.08.004	Other	20%	..	40%
	Aul	4%		
SCHEDULE C				
39.07	Articles of materials of the kinds described in headings nos. 39.01 to 39.06:			
ex 39.07.399	Other articles, viz. boot and shoe lasts	32½%	50%	60%
44.25	Wooden tools, tool bodies, tool handles, broom and brush bodies and handles; boot and shoe lasts and trees, of wood:			
44.25.011	Boot and shoe lasts	Free	..	Free

CRE ext. 2321

300,000 readers throughout the Arab World *

* A recent readership survey shows that HUNA LONDON is read on average by nearly four members of the family of the person receiving the magazine. At the current guaranteed circulation figure of 75,000 HUNA LONDON has an approximate readership of 300,000.

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CHALLENGE TO EXPORTERS

We tried to think of this new way to help exporters sell to the U.S.A. First, we considered what it would have to do.

A new way to sell to the Americans would have to show exporters where their customers are—and who they are. (That is a big task in a market of 208 million people scattered across 3.6 million square miles.)

A new way would have to show exporters how to appeal to American buyers. (Advertising and PR can be expensive in America, so a new way should show exporters how to get the most for their money.)

A new way would have to show exporters how to design and package their products to suit American tastes. (Advertising can convince Americans of a product's merits, but when they lay out the purchase price, the product and package must look right.)

A new way would have to show exporters how to comply with U.S. government regulations. (Government regulations are increasing in number and complexity, because of the rising mood of protectionism in Congress and the rising mood of consumerism among the public. A new way must guide exporters safely over legal barriers.)

A new way would have to show exporters new trends in American life styles. (By merely underselling American competition, most exporters until now have captured markets first developed and held by U.S. goods. In future they must get into these markets *as soon as* U.S. competitors do—*or even sooner.*)

A new way would have to show exporters how to place their goods before American customers and charge the right prices. (U.S. consumer buying patterns and distribution continue to change rapidly. Exporters who immediately recognise these changes can transform market potential into sales.)

A new way would have to show exporters not only how to match American competition, but also *how to beat it.* (Today, customer dissatisfaction with domestic workmanship and service presents unprecedented opportunities for exporters who can cater for Americans' wants and needs.)

THE PERFECT ANSWER

After thinking long and hard about a new way of selling to the Americans, we realised that exporters of the 1970's need KNOW-HOW—*know-how for the American market.* Then we found the perfect solution. We could draw upon huge amounts of information available in the U.S.A. and compress it into a practical, hard-hitting newsletter *designed specially for exporters to America.* We would call it 'EXPORTER TO AMERICA NEWSLETTER'.

To give adequate and timely coverage of the subject, we would issue it *two times a month.* To place it in exporters' hands really fast, we would rush all copies *by air mail.*

We knew exporters would have some questions about what they read in the newsletter, so we decided to offer them an INQUIRY SERVICE—*free* to each subscriber. *And there would be no limit on the number of inquiries.*

NOW AVAILABLE

All this is exactly what we have done. And to give you an idea of how well we have done it, here is just a partial list of the invaluable information which subscribers to 'EXPORTER TO AMERICA NEWSLETTER' will learn in the issue for 28th February:

A strategy for profiting from strikes by U.S. dockers—two ways you can benefit from strikes in U.S. plants—the coming boom in a class of industrial goods priced too high by U.S. producers—a sure and easy way to spot new consumer trends in the earliest stages—the strategy chosen by an East African exporter of handicrafts for direct sales to the U.S.A.—a quick and inexpensive method of adapting your current consumer goods to American tastes without even visiting America (this leads to immediate sales)—a class of consumers' durables now ripe for export to the U.S.A.

Every issue of 'EXPORTER TO AMERICA NEWSLETTER' is prepared in the United States from a vast amount of information available only in America. Few firms outside the U.S.A. could obtain all the information that goes into compiling each issue. And even then, the cost would be prohibitive. But to newsletter subscribers anywhere in the world, the cost is only US$50 a year. This includes air postage and also entitles you to unlimited use of our exclusive INQUIRY SERVICE.

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For the Americans, time does not stand still. Neither does the U.S. market. In selling to the Americans, time lost is money spent. Can you afford to ignore the world's richest market? Maybe you have already let pass some golden opportunities on the U.S. market. Why let another opportunity pass? Why let another day pass? We have a copy of 'EXPORTER TO AMERICA NEWSLETTER' ready to post to you by air mail. Why not fill in the coupon and send it to us today, together with your remittance for US$50? Let it bring the American market *to you* — 'EXPORTER TO AMERICA NEWSLETTER'—that is the NEW way to sell to the Americans.

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NEW ZEALAND
continued

CUSTOMS TARIFF INQUIRIES—PAPER, RUBBER BELTS, VETERINARY MEDICAMENTS, HOP OIL, ETC.: The New Zealand Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of the goods listed in the attached schedules. This reference has arisen following representations made after the announcement of proposed exemptions from import licensing (see *Trade and Industry*, November 4, 1971, pages 284-5).

For the purpose of taking evidence the Board will hold public hearings commencing at the times and on the dates shown below in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington.

Goods	Time and date of public hearing	Closing date for receipt of representations	Tariff provisions item under reference
Certain paper and paperboard of tariff headings 48.06 and 48.07	2.00 p.m. Monday, April 30, 1973	Monday, April 9, 1973	Schedule A
Rubber and leather belts and belting of tariff headings 40.10 and 42.04	2.00 p.m. Monday, May 21, 1973	Monday, April 30, 1973	Schedule B
Certain veterinary medicaments of tariff headings 30.03 and 38.11	10.30 a.m. Tuesday, May 29,1973	Tuesday, May 8, 1973	Schedule C
Extracts of hops and hop oil of tariff headings 13.03 and 33.01	10.30 a.m. Thursday, May 31, 1973	Thursday, May 10, 1973	Schedule D

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972 about changes in the New Zealand customs tariff. Copies of this statement can be obtained from the Tariff and Development Board. Parties intending to make representations or requests about the exemption from import licensing of goods at present not so exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years'.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than the dates shown above. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House (ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member.

(*continued on next page*)

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NEW ZEALAND
continued

SCHEDULE A

It should be noted that in addition to the items included in the list of goods proposed for exemption from import licensing, certain other paper items of Tariff headings 48.06 and 48.07 are included in the following schedule. The additional items were referred to the Board in a letter from the Minister of Customs dated September 25, 1972. The attention of interested parties is drawn to the fact that the Board has already held a public hearing on August 1, 1972 affecting certain coated papers of Tariff item 48.07.059. That inquiry arose from a request that certain coated papers be determined under Tariff item 48.07.051. It will not be necessary for parties who presented evidence at the hearing on August 1, 1972 to re-submit evidence at the forthcoming public hearing. Parties may, however, tender supplementary evidence affecting coated papers at the hearing.

Number	Description	Rates of duty BP	MFN	GEN
48.06	Paper and paperboard, ruled, lined or squared, but not otherwise printed in rolls or sheets:			
	Weighing less than 183 g/m²:			
48.06.001	As may be approved by the Minister and under such conditions as he may prescribe	Free	20%	40%
48.06.009	Other	27½% Can 32½%	50%	60%
	Weighing not less than 183 g/m²:			
	Of size not less than 300 sq. in.:			
48.06.011	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	Free
48.06.019	Other	25%	..	25%
48.06.099	Of size less than 300 sq. in.	25%	..	55%
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets:			
	Printing and writing paper:			
	Printed:			
48.07.001	As may be approved by the Minister and under such conditions as he may prescribe	Free	20%	40%
48.07.009	Other	27½ Can 32½%	50%	60%
	Gummed:			
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:			
48.07.021	Rolls, other than self-adhesive	25% Aul 4%	40%	50%
48.07.029	Sheets, other than self-ahdesive	20% Aul 4%	35%	50%
	Other, in rolls or sheets:			
48.07.031	As may be determined by the Minister, other than self-adhesive	20%* Aul 4%*	30%*	35%*
48.07.039	Other, other than self-adhesive	Free	10%	12½%
	Other kinds:			
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:			
48.07.041	Rolls per cwt	25% Aul 56c	40%	50%
48.07.049	Sheets per cwt	20% Aul 56c	35%	50%
	Other, in rolls or sheets:			
48.07.051	As may be determined by the Minister per cwt	20%* Aul 56c*	30%*	35%*
48.07.059	Other	Free	10%	12½%
	Other than printing and writing paper:			
	Paper and paperboard (including paper felt) impregnated with tar, bitumen or the like:			
48.07.121	As may be determined by the Minister	20%*	..	35%*
48.07.129	Other	Free	..	15%
	Waxed paper:			
48.07.131	As may be approved by the Minister and under such conditions as he may prescribe	Free	15%	20%
48.07.139	Other	27½%	42½%	50%
	Wrapping paper (except waxed paper and fruit wrapping tissue paper):			
	Printed:			
48.07.151	As may be approved by the Minister and under such conditions as he may prescribe	Free	20%	40%
48.07.159	Other	27½% Can 32½%	50%	60%
	Unprinted:			
48.07.161	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	10%
48.07.169	Other per cwt	25% Aul 61c	50%	60%

Number	Description	Rates of duty BP	MFN	GEN
	Other kinds:			
	Weighing less than 183 g/m²:			
	Printed:			
48.07.171	As may be approved by the Minister and under such conditions as he may prescribe	Free	20%	40%
48.07.179	Other	27½% Can 32½%	50%	60%
	Unprinted:			
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:			
48.07.181	Rolls per cwt	25% Aul 56c	40%	50%
48.07.189	Sheets per cwt	20% Aul 56c	35%	50%
	Other, in rolls or sheets:			
48.07.191	As may be determined by the Minister per cwt	20%* Aul 56c*	30%*	35% *
48.07.199	Other	Free	10%	12½%
	Weighing not less than 183 g/m²:			
	Of size not less than 300 sq. in.:			
48.07.201	As may be approved by the Minister and under such conditions as he may prescribe	Free	..	Free
	Other:			
48.07.202	Printed	25%	..	25%
48.07.209	Unprinted per cwt	25% Aul 55c	..	25%
	Of size less than 300 sq. in.:			
48.07.211	Printed	25%	..	55%
48.07.219	Unprinted per cwt	25% Aul 55c	..	55%

* Or such lower rate of duty as the Minister may in any case direct.

SCHEDULE B

Goods scheduled for this hearing include

Conveyor and elevator belts and belting less than 54 inches in width, *except*

Flame resistant, anti-static
Heat resistant
Steel cord
Food conveyor

These goods were determined to fall within Tariff item 40.10.001 following Government's acceptance of a report from the Emergency Protection Authority. In terms of the Authority's recommendation the determined goods became dutiable at rates of BP 25%, Aul Free, MFN 45% and GEN 55% with effect from August 11, 1972. The Minister of Customs, in a letter dated August 9, 1972, asked the Board to take into consideration the temporary protection afforded the goods now determined under Tariff item 40.10.001 when it undertakes the inquiry arising from the earlier reference. Parties intending to make representations to the Board on any of the goods falling within the items of this schedule should be guided accordingly.

Number	Description	Rates of duty BP	MFN	GEN
40.10	Transmission, conveyor or elevator belts or belting, of vulcanised rubber (excluding vee belts or vulcanised rubber, timing belts and belting, being cogged, toothed or otherwise adapted, for the timing of ancillary mechanical or electrical functions):			
ex 40.10.001	As may be determined by the Minister	25%*	45%*	55%*
ex 40.10.009	Other	Free	20%	25%
42.04	Articles of leather or of composition leather of a kind used in machinery or mechanical appliances or for industrial purposes:			
42.04.001	Belts and belting for machinery	20% Can 25%	..	35%

* Or such lower rate of duty as the Minister may in any case direct.

SCHEDULE C

Number	Description	Rates of duty BP	MFN	GEN
30.03	Medicaments (including veterinary medicaments):			
ex 30.03.099	Other, viz, Veterinary medicaments	25%	45%	50%
38.11	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, flypapers):			
	Disinfectants:			
38.11.001	Put up in packings for sale by retail	22½%	..	32½%
	Otherwise packed:			
38.11.002	As may be determined by the Minister	12½%*	..	22½%*
38.11.009	Other	Free	..	10%

* Or such lower rate of duty as the Minister may in any case direct.

SCHEDULE D

Number	Description	Rates of duty BP	MFN	GEN
13.03	Vegetable saps and extracts; pectic substances, pectinates and pectates; agar-agar and other mucilages and thickeners, derived from vegetable products:			
	Other vegetable saps and extracts:			
ex 13.03.021	Non-spirituous, viz., extracts of hops	Free	Free	Free
	Spirituous:			
	Other:			
	Containing 40% or less of proof spirit:			
13.03.023	Extracts of hops	25%	45%	50%
ex 13.03.025	Containing more than 40% of proof spirit but not exceeding the strength of proof, viz, extracts of hops per gal.	$18.00 DC $18.00	..	$18.30
ex 13.03.029	Exceeding the strength of proof, viz, extracts of hops per proof gal.	$18.00 DC $18.00	..	$18.30
33.01	Essential oils (terpeneless or not); concretes and absolutes; resinoids:			
ex 33.01.009	Other, viz, Hop oil	Free	Free	Free

Ref CRE 1162/72 **CRE ext. 2321**

CANCELLATION OF TARIFF AND DEVELOPMENT BOARD INQUIRY—Hydrazine and Hydroxylamine and their Inorganic Salts; Other Inorganic Bases and Metallic Oxides, Hydroxides and Peroxides and Sodium Silicates (Tariff Items 28.28.000 and 28.45.001).

The New Zealand Tariff and Development Board inquiry set down for Thursday, February 15 to investigate the nature and extent of the protection considered necessary in respect of the importation of the above goods was cancelled.

Details of this inquiry were published in *Trade and Industry* of October 26, 1972 pages 169-71 inclusive. Ref. CRE 1162/72.

CRE ext. 2321

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Canada

MINERAL WATERS: The Canadian Department of National Health and Welfare has issued Trade Information Letter 379 announcing new regulations, effective from February 1, 1973 establishing standards and labelling requirements for natural mineral water and mineral water. Copies of the letter are available.

EDB ext. 455/456/457

COSMETICS: Trade Information Letter 380 announces that consideration is being given to introducing regulations under which cosmetic manufacturers could be requested to submit evidence of the safety of a cosmetic. The proposal is set out in detail in the letter, which also states that information would be requested only in those instances where the safety of the cosmetic was open to serious doubt. Copies are available. **EDB ext. 455/456/457**

Brazil

DUTY CHANGES: Changes in import duty have been introduced by Brazilian Customs Policy Council Resolutions as follows:

Cellulose acetate and nitrate—duty removed: Resolution 1470 published on November 13, 1972 removes the import duty for a period of one year on the following products.:

Tariff no.	Description
39.03.05.02	Stratified laminate of cellulose acetate, with a thickness of more than 0.75 mm
39.03.05.03	Plates or sheets of cellulose acetate, with a thickness of more than 0.75 mm
39.03.05.05	Foil, sheets or plates of cellulose nitrate whether or not stratified

Basic industries—duty exemption continues. Resolution 1472 published on November 13, 1972 extends for a further year, from November 27, 1972, the provisions of Resolution 588 of November 28, 1968, which allows the duty-free importation of equipment, machinery, apparatus and instruments which have no Brazilian similar and are imported by firms which operate underground or surface railway public transport services; ports; waterways; airports; hydraulic generating; and production, transmission and distribution of electric energy, or telecommunications, when essential to the construction, extension and preservation of their installations.

Materials for making packaging—duty reduced. Resolution 1474 published on November 22, 1972 reduces the import duty on the following goods used in the manufacture of rigid heat-formed packing:

Polymeric ester type acrylic resins (solid) falling under tariff heading 39.02.02.09—duty reduced from 30 per cent to 10 per cent of the cif value.

Methyl methacrylate butadiene styrene (MBS) falling under tariff heading 39.02.02.99.

In both cases a certificate guaranteeing the type and specification must accompany the goods. The reduction came into force 15 days after publication and applies for one year.

Developers for printing—duty reduced. Resolution 1481 of October 30, 1972 makes the following amendment to the Brazilian tariff:

Tariff no.	Description	Duty, *ad valorem* cif
37.08.03.00	Developers	70%
	ex Developer enamel for sensitisation of the surfaces of aluminium sheets, of a vermilion colour, intended for the high-speed rotary printing of newspapers (Goss-Urbanite, of 50,000 rotations per hour)	17%

Flexible containers—duty reduced. Resolution 1482 published on November 23, 1972 makes the following reductions to the import duty on flexible containers falling under heading 40.14.99.00 of the Brazilian tariff:

	Duty
a Flexible containers, for solid materials, with a capacity of up to 3 cubic metres, and static or transportable flexible containers, for liquids, with a capacity of up to 3,000 litres	45%
b Transportable flexible containers, for liquids, with a capacity of over 208 litres and with hermetic seal	15%
c Other flexible containers	15%

Imports of the products covered by b must be accompanied by a certificate of guarantee, stating that they have hermetic seals according to the proper specifications, and also showing the standard used.

The resolution comes into force on the day of publication and is in force for one year. **EDB ext. 474/476/7312**

MINIMUM VALUES REMOVED ON SOME DYESTUFFS: Brazilian Customs Policy Council Resolution No. 1486 of October 30, 1972 removes the minimum values imposed on the importation of:

Tariff no.	Colour index	Description	Former minimum value
28.43.23.00	77.955	Zinc tetroxychromate 2380	0.91
	77.955	Zinc yellow 2382	1.06
28.47.34.00	77.605	Lead molybdate—light 2240	1.84
	77.605	Lead molybdate—medium 2250	1.84
	77.605	Lead molybdate—red molybdate	1.90
32.05.15.00	12.120	Red 3	2.49
32.07.04.00	77.510	Prussian blue 2450	1.46
	77.510	Prussian blue 2451	1.46
	77.510	Prussian blue 2453	1.46
	77.510	Prussian blue 2454	1.46

EDB ext. 474/476/7312

Wilson and Longbottom Ltd., Barnsley, have been making extensive use of containerisation for the shipment of looms in semi-erected conditions. Picture shows part of a large consignment of 1-metre wide Contract Wilton carpet looms with continuous weft insertion, being shipped to Australia. These looms are so built that the electrical wiring is all included in the framework of the loom, and it is relatively an easy matter to sectionalise the beam stands at the back of the loom and the top stands. The whole consignment was controlled by the Leeds Office of OCL (Overseas Containers Ltd.) and received by their Melbourne Office.

Ecuador

PRIOR DEPOSITS: Ecuadorean Monetary Board Regulation No. 654 states that from February 1, 1973, List 1 has been reduced to two sectors, a and b, and that new sector b shall correspond to old sector c. Goods on new list 1a will not require a prior deposit and those on new list 1b will be subject to a prior deposit of 10 per cent *ad valorem* cif. **EDB ext. 474/476/7312**

Temporary suspension of the Common Customs Tariff of the EEC

THE Department of Trade and Industry have been notified by the European Economic Community of proposals to suspend the Common Customs Tariff (CCT) for one year beginning July 1, 1973 in respect of the goods set out in the schedule below.

The Department will wish to take account of United Kingdom interests in making its views known to the Community of Nine before decisions are taken as to whether these proposed suspensions should be granted.

United Kingdom producers are entitled to object to the granting of any of these proposed suspensions where they consider that they are able to supply the whole or the greater part of the needs of the Community of Nine and that their interests as exporters to the original Community of Six might be affected adversely by the loss of Community preference which a suspension of the CCT would entail.

As a member of the Community the United Kingdom will normally expect to adopt immediately any new CCT suspensions which are agreed by the Council of Ministers except where United Kingdom producers can meet the greater part of the United Kingdom demand but not that of the Community of Nine. Where a suspension of the CCT is granted and the United Kingdom decides not to suspend its own tariff, the United Kingdom transitional tariff will be aligned progressively in accordance with the transitional timetable set out in Article 39 of the Treaty of Accession towards the suspended level of the CCT instead of towards the substantive CCT rate of duty.

United Kingdom producers who wish to object either to:

(*a*) the granting of a proposed suspension of the CCT or
(*b*) the immediate adoption by the United Kingdom of any of the proposed CCT suspensions which might be granted

should provide as much as possible of the following information:

(i) estimated Community (Nine countries, including the United Kingdom) demand in 1973 and 1974;
(ii) estimated United Kingdom demand in 1973 and 1974;
(iii) United Kingdom production expected to be available for:
  (*a*) the United Kingdom market;
  (*b*) the rest of the Community in 1973 and 1974
  (*c*) exports to other countries.

This information should be addressed in writing to the Department of Trade and Industry, Tariff Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, not later than March 8, 1973.

SCHEDULE

Common Customs Tariff heading	Description	Substantive rate of duty per cent	Proposed suspended rate of duty per cent
15.07	Coconut oil, crude, for technical uses only (ie not for the manufacture of foodstuffs)	5	Free
16.04	Fillets of herrings, raw, prepared with bread-crumbs and frozen	20	15
	Fillets of other fish, raw, prepared with bread-crumbs and frozen	20	15
29.25	*N*-Acetylsulphanilye chloride	13.6	Free
29.38	Calcium D-pantothenate	5.8	Free
	Folic acid	14.4	Free
29.44	Lincomycin	8	Free
	Chlorolincomycin	8	Free
30.02	Tetanus immunoglobulin	9.6	Free
39.02	Poly(acrylic acid), slightly cross-linked, in 0.3% solution (viscosity = 15 ±3 pascal seconds)	16.8	Free
	Copolymer of ethylene and maleic anhydride, slightly cross-linked, 1 : 1 (ie 50% solution) (viscosity = 15,000 to 20,000 centipoises)	16.8	Free
	Poly(vinyl fluoride) sheets	18.4	Free

NOTE: With the exception of the proposed suspensions under tariff heading 16.04, the descriptions of the items listed are subject to amendment in the light of further information to be provided by the applicant.

EEC intervention arrangements: oil seed rape, fruit and vegetables, sea fish

THREE leaflets have been issued by the Intervention Board for Agriculture Produce explaining the intervention arrangements which are now in operation in the UK for the following agricultural commodities under the EEC's Common Agricultural Policy.

Leaflet MS/HOR/1 covers the arrangements by which horticultural producers organisations or associations of such organisations registered with the Intervention Board may be compensated from Community funds for apples, pears, tomatoes and cauliflowers withdrawn from the market.

Leaflet MS/FISH/1 covers the arrangements by which organisations recognised by the Fisheries Departments of the Ministry of Agriculture, Fisheries and Food, The Department of Agriculture and Fisheries for Scotland or the Ministry of Agriculture, Northern Ireland, and registered with the Intervention Board may be compensated from Community funds for certain species of fish (initially cod, saithe, haddock, whiting, plaice, red fish, mackerel, herrings, sardines, anchovies and brown shrimps) withdrawn from the market.

Leaflet MS/OS/1 covers the arrangements by which the Intervention Board is empowered to purchase oil seed rape of Community origin (with the exception of rape seed harvested in Denmark). General inquiries about the sale of oil seed rape to the Intervention Board should be addressed to the appropriate cereals officer of the Home-Grown Cereals Authority.

All the leaflets are available from the Intervention Board's offices at Reading, London and Edinburgh. Copies of MS/HOR/1 can be obtained also from Divisional Officers of the Ministry of Agriculture, Fisheries and Food, the Department of Agriculture and Fisheries for Scotland, 500 Georgie Road, Edinburgh and the Ministry of Agriculture for Northern Ireland, Dundonald House, Upper Newtownards Road, Belfast. Copies of MS/FISH/1 are available also from the District Fisheries offices of the Agriculture Departments of the UK and from the Fisheries Departments of the Ministry of Agriculture, Fisheries and Food, Department of Agriculture and Fisheries for Scotland and the Ministry of Agriculture, Northern Ireland. Leaflet MS/OS/1 is available also from the Regional Cereals Officers of the Home-Grown Cereals Authority and the authority's cereals officer for Scotland, from Divisional Officers of the Ministry of Agriculture, Fisheries and Food, area officers of the Department of Agriculture and Fisheries for Scotland and the Ministry of Agriculture for Northern Ireland.

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'Britain and the EEC' and 'Preparing for Europe'

Two series of articles of importance to all businessmen, first published in *Trade and Industry* and now available in booklet form.

'Britain and the EEC', revised in September 1972, includes an explanation of the transitional arrangements for industrial tariffs, an outline of the EEC rules of competition and articles about the secondary legislation of the EEC and the free trade agreements between the enlarged Community and certain EFTA countries.

'Britain and the EEC' is a continuing series and the following articles have appeared since the booklet was published:

Company law provisions of the European Communities Act.
Europe for small firms: The first impact.
Anti-dumping and the EEC.

The articles in 'Preparing for Europe' show how British firms in a cross-section of industries have been gearing themselves to take full advantage of the opportunities provided by the enlarged Community. These firms are situated all over Britain, have work forces ranging from 70 to 9,500 employees and their products include ribbons, sherry, electronic components and road sweepers.

Copies of 'Britain and the EEC', 'Preparing for Europe' and individual articles can be obtained free of charge from: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591 for publications; extensions 2377, 2479, 2480 and 3579 for questions on EEC matters.

Talks on European computer co-operation

MR. Christopher Chataway, Minister for Industrial Development, visited Bonn on February 14 for talks with Professor Ehmke, the Federal German Minister for Research and Technology on the prospects for closer European co-operation in the field of computers and data processing.

British, French and German Ministers met in London on November 2 to discuss co-operation between their respective computer industries, and tripartite discussions are continuing. The meeting on February 14 provided an opportunity for a first exchange of views between Mr. Chataway and Professor Ehmke who has taken over Doctor von Dohnanyi's former responsibilities in this field.

Business problems in the EEC

THE location and practical problems of establishing a business in the enlarged European Community will be discussed at the Conference, *Setting up a business in the enlarged community*, sponsored by the *Financial Times*, the Solicitors European Group of the Law Society, the *New York Law Journal* and BOAC, which will take place at the London Hilton on March 27 and 28.

Speakers will include M. Albert Borschette, a member of the Commission of the European Communities, Professor Detlev F. Vagts of the Harvard University Law School, and Mr. J. van Hoorn, managing director of the International Bureau of Fiscal Administration.

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch /EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174 or 408 or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877 ext. 2354 or 2355)—the appropriate reference point is given at the end of each section.

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations and Directives which affect the various agricultural and fisheries sectors in the EEC have been published in the *Official Journal of the European Communities*. The texts may be seen on application.

General. Regulation (ECC) No. 222/73 on the exchange rates to be applied in agriculture for the currencies of the new Member States. (*Official Journal* No. L27, February 1, 1973)

Regulation (EEC) No. 236/73 amending several Regulations relating to agriculture in consequence of the Decisions taken concerning the currencies of the new Member States. (*Official Journal* No. L29, February 1, 1973)

Regulation (EEC) No. 274/73 concerning the implementing conditions of the system of compensatory amounts on importation of the goods referred to in Article 47(1) of the Act concerning the Conditions of Accession and Adjustments to the Treaties. (*Official Journal* No. L29, February 1, 1973)

Animal health. Directive 72/461/EEC relating to health problems affecting intra-Community trade in fresh meat. (*Official Journal* No. L302, December 31, 1972)

Directive 72/462/EEC concerning health problems on import of cattlemeat, pigmeat and freshmeat coming from third countries. (*Official Journal* No. L302, December 31, 1972)

Milk and milk products. Regulation (EEC) No. 226/73 laying down general rules for imports of New Zealand butter and cheese into the United Kingdom. (*Official Journal* No. L27, February 1, 1973)

Fish. Regulation (EEC) No. 240/73 laying down general rules for the system of compensatory amounts for plaice. (*Official Journal* No.L29, February 1, 1973)

Sugar. Regulation (EEC) No. 223/73 laying down general rules to ensure the proper functioning of the common organisation of the market in sugar following the accession of the new Member States. (*Official Journal* No. L27, February 1, 1973)

Regulation (EEC) No. 238/72 amending Regulation (EEC) No. 795/72 fixing for the 1972/73 marketing year the derived intervention prices for white sugar, the intervention prices for raw beet sugar and the minimum prices for beet in respect of new Member States. (*Official Journal* No. L29, February 1, 1973)

Regulation (EEC) No. 239/73 on the marketing price of sugar imported into the United Kingdom under the terms of the Commonwealth Sugar Agreement and on measures to assist the marketing of sugars produced in the French overseas departments. (*Official Journal* No. L29, February 1, 1973)

Regulation (EEC) No. 241/73 laying down general rules for the system of compensatory amounts for sugar following the Accession of new Member States to the Community. (*Official Journal* No. L29, February 1, 1973)

Regulation (EEC) No. 242/73 laying down general rules for the implementation of the arrangements for importing sugar into the United Kingdom within the terms of the Commonwealth Sugar Agreement. (*Official Journal* No. L29, February, 1, 1973)

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TEMPORARY SUSPENSION OF IMPORT DUTIES—Fillets of herring and other fish: The *Official Journal of the European Communities* No. L27 dated February 1, 1973 contains the text of Regulation (EEC) No. 221/73 partially and temporarily suspending the Common Customs Tariff duties on fillets of herring, uncooked, breaded and frozen (CCT No. 16/04 C) and on fillets of other fish, uncooked, breaded and frozen (CCT No. 16.04 G) for the period February 1 to June 30, 1973)

Aeronautical products—correction. *Trade and Industry* dated February 15, 1973 (page 239) contained a notice about Regulation (EEC) No.2724/72. The period referred to should read January 1 to December 31, 1973, not 1972 as printed in error.

TARIFF QUOTAS: The *Official Journal of the European Communities* No. L302 dated December 31, 1972 contains the following Regulations:

EEC/Israel agreement. Regulation (EEC) No. 2855/72 on the opening, allocation and administration of the Community tariff quota for the period January 1 to December 31, 1973 for other woven fabrics of cotton (CCT No. 55.09) originating in Israel.

EEC/Spain agreement. Regulation (EEC) No. 2856/72 on the opening, allocation and administration of the Community tariff quota for the period January 1 to December 31, 1973 for other woven fabrics of cotton (CCT No. 55.09) originating in Spain.

Regulation (EEC) No. 2857/72 on the opening, allocation and administration of the Community tariff quota for the period January 1 to December 31, 1973 for certain petroleum products falling within Chapter 27 of the Common Customs Tariff, refined in Spain.

EEC/Malta agreement. Regulation (EEC) No. 2858/72 on the opening, allocation and administration of the Community tariff quota for the period January 1 to December 31, 1973 for cotton yarn not put up for retail sale (CCT No. 55.05) originating in Malta.

Regulation (EEC) No. 2859/72 on the opening, allocation and administration of the Community tariff quota for the period January 1 to December 31, 1973 for man-made fibres (CCT No. 56.04) originating in Malta.

Regulation (EEC) No. 2860/72 on the opening, allocation and administration of the Community tariff quota for the period January 1 to December 31, 1973 for other garments (CCT No. 60.05) originating in Malta.

Regulation (EEC) No. 2861/72 on the opening, allocation and administration of the Community tariff quota for the period January 1 to December 31, 1973 for men's and boys' outer garments (CCT No. 61.01) originating in Malta.

The French texts referred to above may be seen on application.

EDB ext. 7174/408

COMMON CUSTOMS TARIFF: The *Official Journal of the European Communities* No. L27 dated February 1, 1973 contains the texts of the following:

Regulation (EEC) No. 220/73 amending the Common Customs Tariff in respect of certain fishery products.

Regulation (EEC) No. 227/73 authorising the new Member States to take over national subdivisions for certain agricultural products within the Common Customs Tariff nomenclature.

EDB ext. 7174/408

Pigmeat. Regulation (EEC) No. 234/73 laying down general rules for the system of compensatory amounts for pigmeat. (*Official Journal* No. L29, February 1, 1973)

Cereals and rice. Regulation (EEC) No. 224/73 laying down general rules concerning the components designed to ensure, within the cereals and rice sectors, the protection of the processing industry, and fixing those components in respect of the new Member States. (*Official Journal* No. L27, February 1, 1973)

Regulation (EEC) No. 229/73 laying down general rules for the system of compensatory amounts for cereals and fixing these for certain products. (*Official Journal* No. L27, February 1, 1973)

Regulation (EEC) No. 243/73 laying down general rules for the system of compensatory amounts for rice and fixing these amounts for cetain products. (*Official Journal* No. L29, February 1, 1973)

Eggs and poultry. Regulation (EEC) No. 225/73 amending Regulation (EEC) No. 1349/72 on the production and marketing of eggs for hatching and poultry chicks. (*Official Journal* No. L27, February 1, 1973)

Regulation (EEC) No. 235/73 laying down the general rules of the system of compensatory amounts for poultrymeat. (*Official Journal* No. L29, February 1, 1973)

Regulation (EEC) No. 237/73 laying down general rules for the system of compensatory amounts for eggs. (*Official Journal* No. L29, February 1, 1973)

Fruit and vegetables. Regulation (EEC) No. 228/73 laying down general rules for the system of compensatory amounts for fruit and vegetables (*Official Journal* No. L27, February 1, 1973)

Regulation (EEC) No. 311/71 repealing Regulation (EEC) No. 26/73 applying the duty in the Common Customs Tariff to certain varieties of sweet oranges originating in Spain (*Official Journal* No. L35, February 7, 1973)

Oils, fats and oil seeds. Regulation (EEC) No. 310/73 making a third amendment to the Annex to Regulation (EEC) No. 1576/72 as regards the differential amounts for colza and rape seed. (*Official Journal* No. L35, February 7, 1973) **EDB ext. 7174/408**

Hints to businessmen

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Staff of the W. S. Atkins Group, consulting engineers, recently visited DTI's Export House, London, for a seminar on exports and allied services. The meeting came after many years close co-operation between the company and the General Export Services Branch, and it is hoped that other invitations to industry will follow. The photo shows (l to r): Mr. W. F. Mock, offer management department, Atkins Planning; Mr. P. Sims, head of corporate planning, W. S. Atkins Group; Dr. W. J. Bell, head of offer management department, Atkins Planning; Mr. N. E. Dempster, head of offer management, W. S. Atkins and Partners; Mr. J. Mann, British Overseas Trade Board secretariat; Mr. C. W. Blackman, assistant director, General Export Services Branch; Mr. F. Micklethwaite, director of marketing, W. S. Atkins Group; Mr. P. R. S. Hartnack, Mr. M. E. Howell and Mr. B. W. Bull, General Export Services Branch.

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TI 22/2

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

'Britain on the brink of a unique commercial opportunity'

—Mr. Peter Walker

THE following extracts are from a speech made by Mr. Peter Walker, Secretary of State for Trade and Industry to the Electrical Contractors Association Dinner in London on February 13.

'Upon the success of the Government's anti-inflationary policies depends the future success of our entire economy. The reason we intend to see that Phase II is fully implemented without exception is that we know that Britain is on the brink of a unique commercial opportunity.

'Growth that has escaped us for so long is being achieved and will continue to be achieved if the nation supports the Government in its anti-inflationary measures.

'To the Trade Unions I would point out that Phase II is a period in which many of their members will obtain a sharp improvement in their well being. Look at the facts:

'There are 160,000 less people unemployed today than there were a year ago. Phase II will be a period in which more and more of the unemployed find employment.

'In these last few months with our rising commercial success, thousands of Trade Unionists who have been on short time have been put on to a full time working with all the increase that this has meant in their weekly earnings.

'Thousands more are obtaining increasing opportunities for overtime as our economic growth accelerates in every region of the country.

'With good prospects of a really substantial increase in world trade during 1973, a Britain that masters inflation is a Britain that is going to enjoy dramatic and sustained growth. The news could not be better.

'For every businessman who expects to spend less on plant and machinery this year, there are three who expect to spend more. For every businessman who took fewer export orders in the last four months, six have taken higher export orders. For every businessman whose orders went down, nine businessmen had an increasing order book. For every businessman who expects his orders to go down in the next four months, there are 14 businessmen who expect their orders to increase.

'From shipbuilding to motor cars, from heavy industry to consumer goods, real expansion is taking place. In the final quarter of 1972 industrial production was expanding at an annual rate of over 8 per cent. In the first weeks of this year the indication of growth is stronger still. The nation must see that no minority groups put our rising prosperity in jeopardy.'

'A change of climate for the free enterprise system'

—Mr. Christopher Chataway

'FOR too much of the post-war period public and politicians in this country have wasted time on the old sterile argument about whether industry should be publicly or privately owned,' said Mr. Christopher Chataway, Minister for Industrial Development, at the University of Surrey, Guildford on February 13. 'Meanwhile many of our competitors abroad have concentrated much more successfully upon the real issue, which is to ensure that a largely free, enterprise system expands and works to the maximum public benefit.'

Continuing, Mr. Chataway said: 'Our experience and that of the rest of the industrial world over the last couple of decades should surely have persuaded most people that the answer to job satisfaction and national prosperity does not lie in transferring industries from private to public ownership. The same experience, though, should leave us in no doubt that the free enterprise system, its relationship with Governments and the climate in which it operates in all democracies are changing fast.

Mr. Christopher Chataway (extreme right), Minister for Industrial Development, meeting members of the Cornwall Federation of Trades Councils during his visit to Cornwall on February 9. Mr. H. C. Williams (St. Austell), the secretary of the branch, is seated next to Mr. Chataway. Members present represented different areas of Cornwall.

'There has been in all countries a growth of oligopoly power in certain sectors, which has brought greater intervention from Government to protect the consumer and to maintain competition, and a similar growth of oligopoly power on the part of unions has led a number of western Governments—and not only successive British Governments—to intervene to influence wages and prices.

'A far greater sense of social responsibility is now expected of business. The climate of opinion in which business operates demands much more than the mere observance of the law. The recent CBI Report, on the responsibilities of the British public company, is evidence of this. It is a document that such a body would never have produced in years past.

Employee participation

'A more educated work-force and greater social equality now require that employees be much more involved in a firm's decision making. The successful firm in Britain today devotes far more effort to information and consultation. The recent Summit meeting of Common Market Heads of State laid emphasis upon the need for greater participation by employees, and there is much discussion about direct worker representation on boards.

'Industry has to pay attention to the increasing public concern for the environment, and all over the Western World is steadily being forced to operate in a way that protects resources and amenities.

'In these ways industry and commerce face a rapidly changing situation. There have been changes too in the relationship between Government, finance and industry. Our own tradition here is a separatist one. The management of money has in general been kept separate from the management of industry and both have been kept at arms length from Government.

Banks deeply involved

'Many are now arguing that it is an approach that was more appropriate to the closed imperial economic system of the past than to current international competition. They point to the fact that we have now to compete in world markets against countries with very different traditions, and a far more co-ordinated long term national effort, such as France, Japan and Italy or Germany, where the banks are deeply involved in industry.

'All of these have of course much faster rates of economic growth to their credit over recent years than is the case in this country. Others point to the dangers in terms of efficiency, public accounta-

(continued on next page)

bility and the concentration of power, which attend any move away from our traditional practices.

'To bring the argument down to concrete examples, perhaps I may pose some questions:

Should Government funds be used, within, of course, our international obligations, to help British industry break into the rapidly expanding supplies market for off-shore oil, in which the Americans have an established lead, and in which the oil companies have an incentive to stick to proved suppliers?

Should Government and nationalised industries in their purchasing be concerned only with their own efficiency or should they have a responsibility for the health and competitiveness of the British industries from which they buy? Should their specifications, for example, take account of the need of British industry to develop products which they can successfully sell abroad?

Should the banks, recognising the scale of their continuing stake in British industry, more often be prepared to step in and help to put things right, and perhaps take a longer term view than may now be the case?

Where a major employer collapses in an area of high unemployment, should the Government be prepared to back a reconstituted enterprise, if satisfied about its prospects of viability, and particularly if the cost to public funds is less than would be entailed by redundancies?

'My general answer to all these questions would be yes.

Backing success

'Much work has been done over recent months by the Industrial Development Executive, in detailed study of a number of industries for which I have responsibility:

North Sea Oil where there are tremendous prospects for this country.

Shipbuilding where past bad management and poor labour relations have compounded the difficulties of an industry largely located in development areas and faced with subsidised competition from abroad.

Wool textiles where considerable export success may well be further improved upon by a scheme of modernisation.

Machine tools, where cyclical fluctuations impose particularly heavy burdens.

Computers, where the door is closed to major firms which do not have support from their Governments.

'And a number of other industries in which action is required from Government in today's conditions if solutions are to be found.

'The IDE, which has recruited a number of outstanding people from industry and the City on short term secondment, has not been found by anybody, I believe, to be a soft touch. Indeed it has been much more concerned—and deliberately—with backing success than with responding to the importunate.

Seeing the way ahead

'The modern world does I believe demand far closer relations and a greater interchange of information between industry and Government. There are however dangers to be avoided.

'We have one of the most sophisticated and efficient financial centres in the world. We are as a nation heavily dependent upon its substantial invisible exports. It must be a prime purpose of Government in its dealings with industry and the financial institutions to strengthen and not to undermine this major national asset.

'We rightly demand in this country a high degree of parliamentary and public accountability. It is right therefore that Ministers should be accountable to Parliament for the workings of the IDE. That is a better arrangement, I believe, than the position in which the IRC operated as a more or less independent agency. Ours is a society in which power is healthily diffused. It is only by openness and accountability that we prevent an undue concentration of power in the hands of the Executive.

'We must avoid supporting non-viable projects for reasons of expediency short term. There is no kindness in cruelly perpetuating the sufferings of the incurable.

'Perhaps most important of all, Government should never proceed on the basis that it has all the answers. Too often the old Ministry of Technology was presented as being responsible for every industrial decision in the public or private sector. Co-operation between Government and Industry means just that. No country is going to succeed unless its Government recognises that those actually involved in an industry are the people most likely to be able to see the way ahead.'

A DTI advance factory at the new Whitby industrial estate, Yorkshire, was bought freehold by a London firm, which also acquired an extra two acres for extensions. Supreme Plastics Ltd., the first occupier of the estate, has begun the manufacture of its resealable plastics bags at the new premises, and plans are in hand for new patented products for home and overseas markets. The work force, initially 25, is expected to increase to 100—in an area with a high rate of unemployment. The picture, taken at the factory's opening day last week, shows Mr. L. R. Rutherford, general manager (left) and Dr. R. W. H. Roeder, chief executive.

Minister puts industrial relations in focus

Good industrial relations don't make headlines. Strife does. This simple fact of life in Britain had led to too many people, especially overseas, getting the impression that Britain is a strife-torn nation of dole-queueing idlers. Nothing, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, told a management seminar in Amsterdam last week, could be further from the truth despite current publicity given to the situation in the gas industry.

'The vast majority of companies operating in the United Kingdom, large or small, have developed and maintained industrial relations as good as any in the world,' he said. 'So I say to anyone thinking of investing in the United Kingdom: don't be put off by anything you have heard. Come and visit us, interview firms already established here and see for yourselves. I can guarantee you will be favourably impressed.'

On the Government's attitude to investment from overseas, Mr. Grant said: 'We welcome such investment. Britain itself has a long tradition of investing overseas. We are also well aware of the benefits which inward investments bring in the form of new technology, management skills and more jobs.

'Foreign-owned firms account for an increasing proportion of fixed capital formation in the private sector, and the proportion is now running at between 15 and 20 per cent. Indeed, 18 per cent of manufacturing output and 25 per cent of exports are now accounted for by foreign-controlled firms. We are particularly concerned to encourage investment in the assisted areas of Britain where the incentives under the Industry Act are available on an equal footing to British and foreign firms. These are not depressed or run-down areas, but have highly developed local services, modern and rapid communications with the rest of the United Kingdom as well as good education and recreational facilities.'

'Free enterprise dependent on thriving small firms sector'

—Mr. Anthony Grant

BRITAIN'S free enterprise system depends upon the continued existence of a large and thriving small firms sector, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, told Bolton businessmen on February 16.

Addressing the annual dinner of the Bolton Chamber of Commerce, Mr. Grant, Minister with special responsibility for small firms,' said: 'Subtract small firms from our economic picture and what do you have? Large bureaucratic organisations, a great concentration of market power, and an unwieldy and immobile economy. I do not wish to see this, nor do you.

'This is why I have wholeheartedly taken up the cause of small firms in Government and why I am convinced that we must have, as a nation, a prosperous and stable small firms sector.

'But what sort of future can small firms expect? The other day I read that the TUC has said that 50 per cent of the output of the private sector was in the hands of a hundred companies. Does this perhaps suggest that small firms are under threat and that we are already on the path to an economy composed entirely of multinational companies? I do not see it that way.

'It is true that over the past 50 years, and particularly since the war, we have seen the shape of industries change and larger groupings formed to exploit the advantages of scale in production and marketing. The motor car industry provides a good example. But alongside we have seen other developments.

'As the groupings grew larger they found it uneconomic to produce all their components or to try to satisfy limited and more differentiated markets. Thus one finds in and around the car industry a host of small sub-contractors and many specialised producers.

A future for small retailers

'These changes occur in retailing as well. Developments of the 60s—including the growth in conditions of keen competition of multiples and other large scale organisations undoubtedly put pressure on the small shopkeeper.

'Yet many small shops have successfully adopted—or adapted—new techniques to their own use, and independent retailers as a whole still account for about half of the total turnover in our shops.

'There is clearly a future for the effective small retail business, which can frequently offer standards of service, convenience or specialisation to meet very real consumer needs.

'You and I are prepared to accept the benefits of mass production in certain respects but we also like to exercise our taste and discrimination as consumers. To whom do we turn now, and to whom shall we increasingly turn? The small firm and the small shop. I believe that this trend will be accelerated by our entry to the Common Market.

'But there is one specific and immediate threat to small firms and to us all—inflation. Do not doubt the determination of the Government to tackle this problem and to solve it. And contrary to what some people have said, the standstill has undoubtedly worked.

'But we have not allowed our determination to make the policy work to make us forget the need to place the least possible obstacles in the way of firms. We aim to contain, as far as is humanly possible, the extra administrative burden on the business sector and this will be one of the points we shall be considering in talking to business interests before we draw up the Price and Pay Code.

'The needs of small firms will be separately, and particularly, borne in mind. Although they must comply strictly with the policy, and will be subject to spot checks, they will not be required to report to the Price Commission, as larger firms are, and for the smallest firms even record-keeping requirements will be relaxed.

'The attention which we are paying to the needs of the smaller firms in this new area, is, I hope you will agree, an indication that we have learnt the main lesson of the Report of the Bolton Committee of Inquiry on Small Firms.

'Since I became Minister with special responsibility for Small Firms, I have done my utmost to ensure that in all areas of Government policy, the interests of small firms are fully and properly considered. VAT and Regional Development Policy are two further examples.

'Alongside this, we have over the past year or so been busy considering, and wherever possible implementing, the recommendation of the Bolton Committee. We have achieved a great deal in a very short time.'

'Common front needed over oil supplies'

—Mr. Tom Boardman

'WE now stand at a watershed in the development of the oil industry—in our relationships with supplying countries, in the North Sea and in Europe,' said Mr. Tom Boardman, Minister for Industry, in London on February 14. Addressing the annual dinner of the Institute of Petroleum, Mr. Boardman continued: 'It is still too early to assess all the implications of the agreement with Saudi Arabia and the Gulf States, or the sort of agreement which might finally be concluded with Iran.

'But it is already clear that the producers will increasingly control not only the oil but also the huge financial reserves which they will acquire from sales to consumers,' he said. 'Although the UK will be helped by our North Sea supplies, nevertheless the preponderance of the Middle East in oil supply for Europe and the world as a whole must be a matter of major concern.

'I do not wish to sound alarmist or despondent for I am neither. The statesmen of the Middle East producing countries, notably the Shah and Sheikh Yamani, have been at pains to emphasise their wish for stable relations with the consumer countries and oil companies. They recognise the essential role of the companies as the most effective agents for the production and distribution of oil. In these changed circumstances I am convinced that some measure must be sought of understanding and co-operation between consuming Governments in order to present a common front and to work effectively with the companies who carry the responsibility for the whole range of their worldwide operations.

'This is not the occasion for exploring ways and means. There is no intention of seeking a "confrontation" with OPEC, but rather to seek the best basis—in our mutual interests—for continued development of oil supplies at a reasonable price. The North Sea developments are of great significance—an appropriate moment for us all to congratulate ourselves on an outstanding achievement in the evaluation and development of the petroleum potential of the Continental Shelf.

'The Report which I presented to Parliament last month describes the imposing developments since 1964. This is a considerable achievement by any criteria; but, taking account of the harsh environment of the North Sea, it is a feat unparalled anywhere else in the world. To all those present who have a long-standing association with North Sea operations, I offer my congratulations. But there has been considerable criticism about the extent to which the Government and the nation will really participate in the profits and prosperity which—thanks to the skill and efforts of the oil industry—we now stand to derive from the North Sea.

(*continued on next page*)

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OIL SUPPLIES
continued

'Now that we are establishing an oil producing industry offshore we are determined to see that British industry is given full and fair opportunity to compete for orders in this market worth some £300 million a year. . . . We have made it clear that we expect oil companies operating in the North Sea to make a proper contribution to our economy. I am confident that British industry can compete effectively providing it is given the chance. Indeed industry is already making good progress in supplying the needs of the oil industry offshore. But it is up to the offshore operators to see that they have that chance, and for our industry to grasp it.'

Mr. Boardman had said earlier: 'The importance of energy supplies needs little enphasis. We now spend £100 per head each year on energy. The energy industries contribute about £1,000 million a year (or 10 per cent) to Domestic Fixed Capital Formation.

'Within the total energy picture, oil has of course assumed increasing importance. It satisfied 7 per cent of our energy needs pre-war, 25 per cent in 1960 and nearly half today. This can be expected to increase even further. In parallel with this our consumption of gas has doubled in the last five years and is now nearly all natural gas. In other industrial countries the reliance on oil and gas is even more marked. Government must be deeply involved and the national interest taken fully into account in all the decisions on energy problems. This is not an easy task. I recognise that Government decisions will not always be in line with what individual industries would ideally like. I shall therefore say something about the considerations the Government has to bear in mind.

'First and foremost, our overriding priority is to bring under control the inflationary pressures that threaten our future expansion and prosperity. Our policies are designed to attack the rise in prices and to lead to an improvement in the standard of living of the community as a whole. They are to translate the high level of economic growth that we are achieving into increases in *real* earnings. The sustained long-term prosperity that we intend to achieve by successfully countering inflation will bring to your industry, and to all engaged in it, benefits that will far outweigh such burdens as the shorter-term restraints may impose. And so it is for the nation as a whole—but above all to the poorer and weaker section of our society who are most vulnerable to the ravages of inflation. In the meantime, I pay tribute to the responsible way in which you—as an industry—have recognised the needs of the nation and are responding to them.'

Mr. Boardman said that other important considerations for Government were the need to ensure that energy supplies are as far as possible adequate and secure, the balance of payments implications, the call for 'clean' energy, and the complex of issues known as social factors. He added: 'The last few years have not been easy ones. There have been acute problems of supply. These problems of supply are likely to be with us for many years; so too are the uncertainties of demand, coupled with world-wide fears about the long-term exhaustion of conventional reserves.

'The problems are vast, but they are surely not insoluble. There is much discussion currently on the prospect of oil supplies running out in the next few decades. But I need not remind you that there are large unconventional sources of oil which can be developed in the timescale envisaged. We can also look forward to the further development of nuclear power.'

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry (right) with Mr. J. P. Gibson, recently appointed Director of the DTI's Offshore Supplies Office, at a meeting in Glasgow with Scottish industrialists involved in North Sea oil and gas development. On a two-day visit to Scotland, the Minister also met members of the South of Scotland Electricity Board, visited Hunterston power station, and addressed a lunch given by the Council of British Manufacturers of Petroleum Equipment. Photo by courtesy of 'Scottish Daily Express'.

Tracked hovercraft research discontinued

MR. Michael Heseltine, Minister for Aerospace and Shipping, has announced that the National Research Development Corporation has decided after consultation with the Government to discontinue work on the tracked hovercraft project.

However, the Government is to support certain important parts of Tracked Hovercraft Ltd.'s work, and agreement had been reached to set in hand co-ordinated research programmes on the linear motor and magnetic suspension with the Hawker Siddeley Group and British Rail.

Mr. Heseltine was replying in a written Parliamentary answer to a question from Mr. James Hill (Southampton Test) who asked the Secretary of State for Trade and Industry for a statement on the future Government funding of Tracked Hovercraft Ltd.

In 1967 the National Research Development Corporation decided to explore the possibilities of air-cushion suspension and linear induction-motor propulsion for high-speed ground-transport systems and set up Tracked Hovercraft Ltd. To date some £5 million has been spent on the project. A research vehicle has been successfully tested at speeds of up to 107 mph on the one-mile test track at Earith near Cambridge. Studies have been pursued on subjects such as a comparative assessment of air cushion and magnetic suspension.

Mr. Heseltine told Parliament: 'From the experience gained it became apparent to NRDC by 1971 that the scale of funding required to make the project commercially viable would be well beyond NRDC's resources. Attempts to secure significant financial participation by private industry proved unsuccessful, and by 1972 the Government had to decide whether to fund direct any continuation or development of the programme. As customer requirements could not be clearly identified at the present time in this or in other countries which would justify the scale of expenditure required for further development of a complete system, NRDC, after fullest consultation with the Government, has had no alternative but to reach the decision to discontinue work on the project in its present form.

'However, the Government intends to support certain important parts of THL's work which could be used in a number of transport-system applications. The Hawker Siddeley Group were identified as being currently interested in the application of the linear motor at lower speeds, and in view of their customer interest have agreed to contribute to a jointly funded programme with the Department of Trade and Industry which will take into account the Department of Environment's interest in possible applications over the whole range of speed from urban to inter-urban whatever the form of suspension. DoE also see a need for exploratory work on magnetic suspension and guidance in relationship to the whole range of speed, and have agreed that British Rail should undertake this work, and are currently negotiating the details. In this way, it is intended that comparison between various systems can be continued, so that work could be taken forward on a bigger scale if and when the customer requirement becomes clear. The two programmes will be co-ordinated and the desirability of setting up a joint company for that purpose is being examined.'

Automatic meter reading systems not competitive for many years—report

AUTOMATIC remote meter reading in Britain is not economic at present, and is not likely to be for many years. But there is scope for cheaper reading with the present system, if all the processes of metering, reading and billing are looked at as a whole.

These are among the conclusions in a report, 'Domestic Meter Reading', by Atkins Planning of Epsom, following a study commissioned by the DTI with the co-operation of the Post Office Corporation, the Gas and Electricity industries and many other bodies, which is published today.

The report describes different typical automatic remote reading systems, each including modified meters, local electronic equipment to prepare consumption data for transmission over Post Office lines or the electricity mains, and a computer at a central point to interpret and store the data.

It states that although the cost of equipment is falling relative to the cost of human service, an automatic system is only likely to become less expensive than the present arrangements in 20 years or so.

This might happen sooner in an area with district heating, because separate heat-meter readers could then be necessary as well as those for gas and electricity, whereas an automatic system could be common to all three services. The same would apply alternatively if it should be decided to meter water in any area.

Note

A Consultation Paper on Economics and Finance issued last summer in connection with water reorganisation indicated that the high cost of installing even conventional meters in all dwellings would be a substantial obstacle to the metering of water.

The report emphasises that there is scope for cheaper meter reading with the present methods, by changing from quarterly to annual reading. By this method, the costs of the present system could be lowered to maintain its competitive position almost indefinitely.

But this change should only be made after consideration of all the processes of metering, reading and billing by looking at the system as a whole. It is suggested for example, that larger-scale consumers could be encouraged to have budget accounts while those who consume relatively little might be billed less frequently with perhaps greater use of estimated readings.

In conclusion, the report recommends that further field trials would be useful in addition to those that various organisations have already made. Further, the whole subject should be reviewed in about five years' time.

Unit pricing: a useful aid, but careful planning needed

—Mr. Peter Emery

MR. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, said recently that Unit Pricing was likely to be a useful aid to consumers but should not be taken as a panacea for solving all problems of confusion between purchases.

Speaking during the committee stage of the Fair Trading Bill, Mr. Emery said: 'It is not such a valuable technique as prescribed quantities, but there may well be a use for unit pricing when for one reason or another prescribed quantities are not practicable.

'As I have indicated we only see unit pricing as a partial solution to some of the problems of consumers. Experience in other countries shows that it may be difficult to operate effectively, that it costs some extra money and that many customers fail to make real use of the information it conveys.

'Therefore, unit pricing is not a remedy to be applied with a broad brush across the board. It needs to be carefully planned with the retailers concerned, and it requires a careful choice of the goods for which it is applicable.

'It would be undesirable for the aim to be the application of unit pricing on "as wide a range of products as is possible".

'But there is an alternative approach. As the Committee knows, the Hon. Member for Cannock (Mr. P. Cormack) has put down a Bill to amend the Weights and Measures Act in such a way as to make it usable to require unit pricing in specified cases by Order.

'In an attempt to determine this, officials of the Department of Trade and Industry and the Ministry of Agriculture, Fisheries and Food have made a series of fact-finding visits to countries where some form of unit pricing is mandatory—the USA and Switzerland. They concluded that whilst unit pricing would be a poor substitute for packing in specified quantities, it could help to deal with a few intractable problem areas. The Bill which did not receive second reading last Friday will come before the House again. It is the Government's view that in principle they would welcome it receiving the second reading.

'I regard it as an appropriate means of conferring the adequate flexible powers on the Government, and I take this opportunity to say that the Government will be giving their support to the Weights and Measures (Unit Pricing) Bill.

'However, it will require some technical amendments on which I am in touch with the Hon. Member.

'The merits of his Bill are that it gives flexible powers to require unit pricing commodity by commodity, and that the relevant Orders will be subject to the safeguards already provided by the Weights and Measures Act. Thus, the procedure will involve consultation with all affected interests: manufacturers, distributors and of course consumers. Furthermore, any Order imposing unit pricing under the Weights and Measures Act as proposed to be amended would be subject to the Affirmative Resolution procedure.

'I can assure the Committee that if the Hon. Member for Cannock's Bill becomes law my Department will give very careful thought to the various proposals for the compulsory introduction of unit pricing which have been made by consumer bodies from time to time.

'We must also consider the position of small shops, particularly those in the suburbs or in country areas run by one person or an elderly couple who could find the implementation of unit pricing nearly impossible to carry through for their limited type of business. The Government must consider all these aspects as well as the mass marketing techniques of the supermarket chains. Also we must beware that by imposing a host of extra clerical, display or stocking requirements we do not put up prices.'

International conference to discuss offshore safety and pollution safeguards

AN international Conference to discuss the harmonisation of requirements for safety in offshore operations, and pollution liability questions, is to be held in London from March 12-23.

This was announced by Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, in a written answer in Parliament on February 14.

Mr. Emery will open the Conference, at which officials representing nine North West European governments will be present. Held in Riverwalk House, Millbank, London SW1, it will be a working Conference, but statements summarising progress will be issued at the end of the first week (on safety) and at the end of the second week (on pollution aspects).

Those countries who have agreed to send delegates are Norway, Sweden, Denmark, West Germany, The Netherlands, Belgium, France and Ireland.

Earlier discussions of this kind were held in Norway in 1967, and the Conference will provide a useful opportunity to discuss the harmonisation of Government requirements in adjoining areas, based on experience gained in the intervening period, and having in mind the expanding scale of operations.

Most of the countries already have, or are preparing, regulations controlling offshore activity. The Conference is expected to lead to the establishment of common technical standards and safe practices, and to the identification of areas for further examination of pollution liability questions.

Trade Commissioners from Tanzania and Zambia recently visited the Cooper Field Research Station at Berkhamsted to see the work being carried out for the control of animal diseases in tropical countries. In the picture above they are inspecting a cattle spray race which enables animals to be automatically sprayed with an insecticide for the control of cattle ticks. From left to right are: Mr. Harold E. Harbour, technical director of Cooper, McDougall and Robertson Ltd.; Mr. J. D. M. Hearth, chief executive, The Royal Agricultural Society of England; Mr. A. G. Rayner, equipment section, Cooper Technical Bureau; Mr. J. S. Mwambazi, Trade Commissioner, Zambia; Mr. J. G. P. Kabisa, Trade Commissioner, Tanzania; Mr. Paul Capstick, overseas liaison officer, Cooper Technical Bureau.

Lombard Insurance Co. Ltd. (Hong Kong)

THE Insurance Business Annual Report 1971 (published by Her Majesty's Stationery Office in November 1972) indicated (in Appendix 1) that Lombard Insurance Co. Ltd. (Hong Kong) was not accepting any new insurance business in Great Britain. The Department of Trade and Industry regret that this indication was incorrect; the company is in fact accepting new business.

Restriction on insurance company

MR. Peter Walker, Secretary of State for Trade and Industry, has issued a direction under Section 68(1) of the Companies Act 1967 to the Widnes Hospital Scheme, 129 Albert Road, Widnes, Lancs., that it shall cease taking on new insurance business as from February 16, 1973. This prohibition applies to the variation of the terms on which existing members are insured and to the acceptance of new members but does not prevent the Scheme from continuing to receive contributions and continuing to discharge its liabilities to existing members.

Performing Right Tribunal

MR. D. Daley, Secretary of the Performing Right Tribunal established under Section 23 of the Copyright Act, 1956, has retired.

His successor will be Mr. A. Holt of the Industrial Property and Copyright Department of DTI.

Sale of toothpaste in tubes—proposed amendment to Weights and Measures Act 1963

UNDER the provisions of the Weights and Measures Act 1963 and the Weights and Measures (Marking of Goods and Abbreviation of Units) Regulations 1970, containers of prepacked dentifrice are required to be marked with an indication of quantity either by net weight or by volume in terms of either imperial or metric units or both. The effect of this has been that a wide variety of different units have in the past been employed in marking dentifrices, and particularly toothpastes sold in tubes, so that the purchasing public has found comparison difficult. The Department of Trade and Industry is therefore consulting interested organisations with a view to restricting the variety of units used.

Discussions with toothpaste manufacturers have indicated that there is now general agreement that metric units of volume should be employed in marking the quantity of these toothpastes. The appropriate unit would be the cubic centimetre. In view of the provisions of Section 10(10) of the Weights and Measures Act, it is not considered to be permissible to provide that metric units only should be authorised for use. It is therefore necessary that parallel authority be given for the use of the appropriate imperial unit of volume (i.e. the cubic inch).

The Department therefore proposes to introduce an Order to amend Part V of Schedule 7 of the Weights and Measures Act to provide that toothpaste in tubes shall be marked with an indication of quantity by volume in terms of either imperial or metric units or both.

This Order is not intended to apply either to toothpastes and denture cleansers in aerosols which would continue to be covered by Schedule 8 of the Act, or to liquid tooth cleansers, tooth powders, dentifrices and denture cleansers sold in block or paste form in tins which would continue to be covered by the existing provisions of Part V of Schedule 7 of the Act.

Any organisation which has not been consulted by the Department may obtain full information about the proposals from the Department of Trade and Industry, Standards Weights and Measures Division, Abell House, John Islip Street, London SW1P 4LN.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between Dunford & Elliott Ltd. and Thos. Firth & John Brown Ltd.

In arriving at this decision the Department considered among other things the general prospects for employment, and in this connection noted that it was the intention of Dunford & Elliott Ltd. to continue with the programme of investment and modernisation recently sanctioned by the Thos. Firth & John Brown Group at William Beardmore & Co. Ltd., Glasgow, and to seek to expand and develop wherever possible the various facilities and activities of the Thos. Firth & John Brown Group.

The Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following companies:

Simon Engineering Ltd. and Davy-Ashmore Ltd.

The Metal Box Co. Ltd. and Stelrad Group Ltd.

Tarmac Ltd and Wolseley-Hughes Ltd

As Tarmac Ltd. have now abandoned their proposed acquisition of Wolseley-Hughes Ltd., the Department of Trade and Industry have given consent to the Monopolies Commission to lay aside the reference which was made to them on January 19, 1973.

Engineering company to occupy Crook advance factory

THE Department of Trade and Industry have announced that BDA Engineering Company Ltd. are to occupy the 10,000 sq. ft. advance factory built by the English Industrial Estates Corporation on the Crook Industrial Estate, Co. Durham. BDA Ltd. occupied premises at West Auckland but the need for expansion has forced the company to seek a new location. The Crook factory will be used for light engineering, principally in the field of sheet metal component parts and light fabrications. Within two years the company expect to be employing about 45 people, almost entirely men.

Ulster factory for West German company

IN what is the first new overseas industrial project for Northern Ireland in over a year, five West German business associates with a diverse range of industrial and commercial interests on an international scale, including several operations in West Germany, are opening a new factory in the Province.

A precision engineering project, it is to be located at Warrenpoint, near Newry, in a 1,700 sq. metre Government advance factory, enabling production to begin in July.

Initially the factory will concentrate on the manufacture of reamers, with a labour force of about 130 by the end of the year. As other products are added to the production line and the project matures it is expected that the labour force will eventually rise to a total of over 350, most of them men.

The decision of the West Germans to invest in Northern Ireland follows a personal visit to West Germany some months ago by the Minister of State for Northern Ireland, Mr. David Howell, when he met the principals behind the new company, Tools and Cans Ltd.

Metrication in textiles and clothing

LORD Orr-Ewing, chairman of the Metrication Board, accompanied by Baroness White, deputy chairman, held a meeting of representatives of some of the leading manufacturers and retailers of textiles and clothing last week. This meeting arose out of requests made during a series of meetings which Lady White had held with individual companies.

The purpose of the meeting was to establish how far there was sufficient common ground among the various interests concerned to establish a co-ordinated programme for the change to metric measures in textiles and clothing and whether such a programme could be commended for their consideration to both manufacturers and retailers.

Taking account of the progress already made in the textile industries and the discussions which have been proceeding among the various interests, particularly during the last 12 months, the meeting agreed to recommend to the individual firms and to the trade organisations concerned an outline metrication programme. This would embrace textile yarns, fabrics, the manufacture of clothing and the retailing of piecegoods and clothing and would enable the orderly changeover to metric to be completed by the end of 1975. The meeting stressed the need for the Metrication Board to undertake comprehensive consumer education in support of the efforts of the manufacturers and retailers concerned.

Purchase Tax/terminal arrangements

THE Commissioners of Customs and Excise have issued Notice No. 77T drawing attention to various requirements in connection with the ending of purchase tax on March 31, 1973.

Purchase tax is to be abolished with the introduction of Value Added Tax on April 1.

The Notice includes guidance regarding liability to registration for purchase tax during the remaining period of the tax: the furnishing of the final purchase tax return and the payment of all purchase tax due up to the end of the tax; and the continuing need to keep certain records for a period thereafter.

Advice is also given regarding applications after March 31 by registered traders for purchase tax relief in respect of certain credits, bad debts and goods sold under the Retail Export Schemes.

Details about the Rebate Scheme for stocks which have borne purchase tax are being published separately in Notice No. 748.

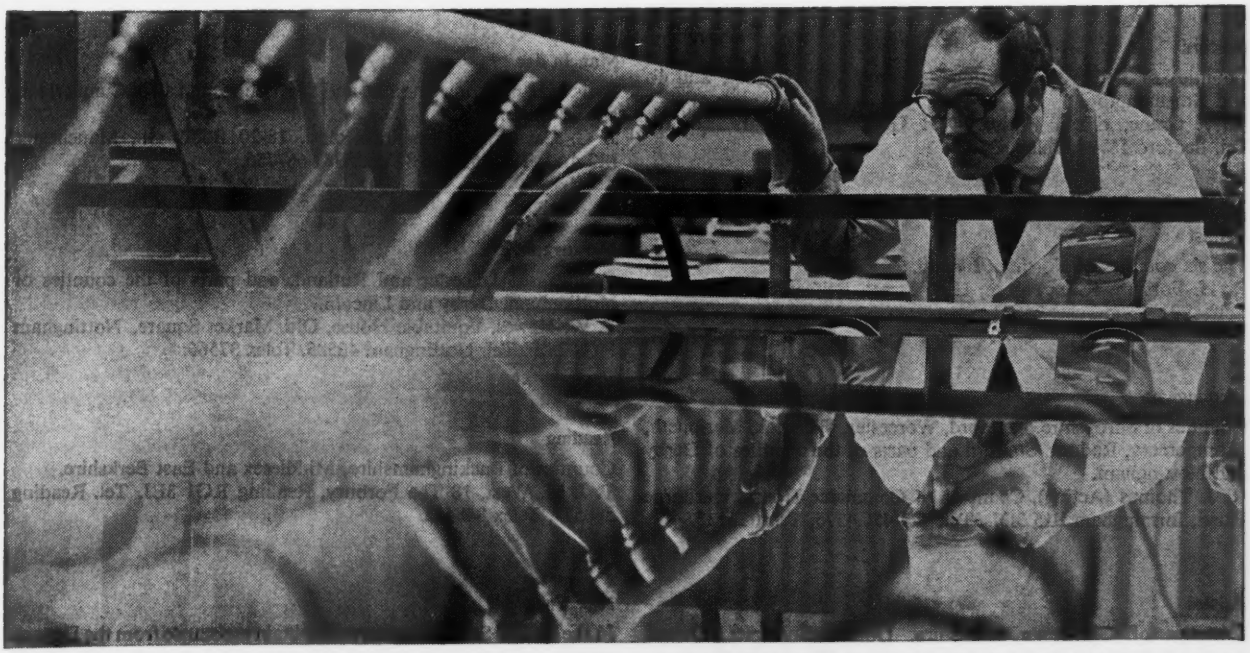
A copy of Notice No. 77T is being sent to every registered purchase tax trader and to trade associations.

Value Added Tax—Commodity Terminal Market transactions

DETAILS of a special VAT scheme for Commodity Terminal Market transactions are announced in a Treasury Order laid before Parliament on February 13. The Value Added Tax (Terminal Markets) Order 1973. The Order applies to the following 10 Terminal Markets:

The London Metal Exchange
The London Rubber Market
The London Cocoa Terminal Market
The London Coffee Terminal Market
The London Sugar Terminal Market
The London Vegetable Oil Terminal Market
The London Wool Terminal Market
The London Silver Market
The London Grain Futures Market
The Liverpool Barley Futures Market.

(continued on page 395)



A continuous ribbon of 4 mm thick float glass passes under water sprays on its way to the automatic warehouse at Pilkington's new £12 million float plant at Cowley Hill, St. Helens. Pilkington Brothers Ltd. claim that the plant enables float to meet over half the UK building industry's demand for glass for windows, for the first time. Altogether, the world's flat glassmaking industry has invested over £400 million in the float process. It is licensed to 21 manufacturers in 12 countries and 40 float plants are currently in operation, with another dozen under construction or planned.

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1971-72 was £3,813 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)

London postal districts E, and EC2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)

London postal districts of EC4, SE1-27 and SW1-20. Counties of Kent and Surrey and Sussex, East Hampshire, the Isle of Wight and the Channel Isles.
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)

London postal districts of N, EC1, WC1 and 2, County of Hertford and Middlesex (part GLC area only).
H. Watson, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 263615.

London (West End)

London postal district NW and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292. Telex 24105.

Bedford

Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northampton.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. Telex 82350.

Belfast

The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. Belfast 31743/4. Telex 74577.

Birmingham

Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor, Stafford and parts of the counties of Derby and Nottingham.
R. J. Thomas (Acting), Chamber of Commerce House, Harborne Road, Birmingham B15 3DL. Tel. 021-454 4375. Telex 33132.

Bristol

Counties of Gloucester, Wiltshire, Dorset, Somerset, Devon, Cornwall, Oxfordshire, West Berkshire, West Hampshire Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
K. I. Humphrey, Washington House, Great George St., Bristol BS1 5QL. Tel. Bristol 22102. Telex 44248.

Edinburgh

The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh EH2 4LN. Tel. 031-225 3004. Telex 72170.

Glasgow

The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow G2 1BL. Tel. 041-221 3056. Telex 77130.

Leeds

The counties of York, Durham, Northumberland, and part of Lincolnshire.
W. Ford, Liverpool Victoria House, 8 Otley Rd., Leeds LS6 2AN. Tel. Leeds 782121. Telex 55125.

Liverpool

The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester

Parts of Lancashire, Cheshire and Derbyshire, and all of Cumberland and Westmorland.
J. C. Cawthron, Cheshire House, 18-20 Booth St., Manchester M2 4AJ. Tel. 061-236 8861. Telex 667756.

Nottingham

Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
T. W. Hawes, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel. Nottingham 46585. Telex 37566.

Reading

Counties of Buckinghamshire, Middlesex and East Berkshire.
T. J. M. West, 18 The Forbury, Reading RG1 3EJ. Tel. Reading 580577. Telex 848422.

New York

In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada. J. A. Dorrian DFM c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593-2258. Telex 420543.

TERMINAL MARKET TRANSACTIONS
continued

The effect of the Order is to zero-rate transactions within these markets, futures transactions which involve a member of the market, and agency charges by market members in connection with these transactions.

The Order has been published as Statutory Instrument 1973 No. 173 and is obtainable from Her Majesty's Stationery Office, or through booksellers, price 3p or by post price 5½p.

VAT: rebate scheme for stocks which have borne Purchase Tax (or revenue duty)

THE Commissioners of Customs and Excise have issued a Notice (No. 748) giving final details for making claims under the rebate scheme for dealing with the problem of unsold purchase tax paid stocks on March 31, 1973 which will attract VAT when sold on or after April 1, 1973.

The scheme depends on enactment by Parliament of the necessary legislation.

If the duties on alcoholic drinks, tobacco, matches and mechanical lighters are reduced to take account of VAT, it is intended that the scheme should also extend to goods on which these duties have been paid.

The purpose of this Notice is to explain in advance the conditions and procedures of the rebate scheme so that intending claimants can make the necessary arrangements. Only registered VAT traders will be entitled to claim. Any trader not already registered for VAT who intends to make a claim should apply for registration to his local VAT office without delay.

Copies of Notice No. 748 and the related claim form (VAT 420) are being sent to traders already on the VAT register who, from their trade classification, appear likely to be concerned. Other traders may obtain copies from their local VAT office.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-matter
January 16, 1973		
1,176,629	Mefina SA	Machine crank
1,181,629	Mefina SA	Sewing machine
1,188,764	Mefina SA	A thread take-up lever arrangement for a sewing machine
1,190,539	Mefina SA	Amount for pivotally supporting an electric motor
1,191,357	Mefina SA	A thread take-up lever for a sewing machine
1,199,207	Mefina SA	A fuse of a gyratory missile
1,199,707	Mefina SA	A time fuse for projectiles
1,202,173	Mefina SA	Sewing machine
1,203,833	Mefina SA	A mechanical time fuze having an arrangement limiting the relation of a fuse for setting means to limit the tension applicable to the drive spring of a clockwork-movement of the fuse
1,204,096	Mefina SA	A thread guide for a rotary-hook type sewing machine
January 18, 1973		
1,100,903	Herbert Arthur Kershaw	Improvements in jet propulsion units, gas turbine engines and gas generator units
1,140,342	Blackstone & Co. Ltd.	A manifold for a multicylinder internal combustion piston engine
1,153,679	Houilleres du Bassin du Nord et du Pas-de-Calais	Process for the production of solidified trioxan
1,197,343	The Horstmann Gear Co. Ltd.	Duplicating machines
1,252,920	Tavkozlesi Kutato Intezet and Muanyagipari Kutato Intzet	Electrically conductive channel complex
1,257,983	Agfa-Gevaert Aktiengesellschaft	Sensitization and development of photographic silver halide emulsions
January 19, 1973		
988,967	Agfa Aktiengesellschaft	Improved coloured photographic images
1,163,365	Jaz S.A.	Electro-mechanical oscillators
1,144,260	Seppic	Method of selective weed-killing
1,177,890	Seppic	Method of selective weed-killing
1,189,439	Rene, Jean Marius Chapelet	A closure means for a container
January 25, 1973		
1,198,683	The British United Shoe Machinery Co. Ltd.	Cutting presses
1,210,655	The British United Shoe Machinery Co. Ltd.	Cutting presses

A £65,000 vehicle exhaust system anti-pollution laboratory has been set up by Cheswick and Wright Ltd. at its research and engineering centre in Blackpool. The new facility, said to be the first established in Europe by a specialist exhaust manufacturer, will play a major role in the TI Silencer Group company's development of anti-pollution devices. The picture shows a range of units, including a Beckman CVS (constant volume sampling) unit, for the analysis of vehicle exhaust gases.

Number	Grantee	Subject-matter
1,219,885	Adolf Koebner	Processes for the separation of mixtures of fatty acids and resin acids
1,220,081	Michael Fred Joyce	Air cushion vehicles
1,220,082	Michael Fred Joyce	Air cushion vehicles
1,262,437	Eric Frederick Baxter	Cigarette filter holder
1,262,669	Eric Frederick Baxter	Solid and pneumatic tyres
1,266,912	Eric Frederick Baxter	Generator and auxiliary drives in battery electric motor vehicles

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

A consignment of International TD-8 crawler tractors awaiting shipment from the International Harvester works at Doncaster. This is part of the order for 144 of these 60-horsepower crawlers and parts placed by Algeria for their agrarian programme and is valued at approximately £600,000.

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

THURSDAY, FEBRUARY 8

EEC Directives and United Kingdom

Lord Drumalbyn, Minister without Portfolio, was asked what directives had been adopted by the European Economic Community Council of Ministers in the last seven weeks on low voltage electrical equipment; agricultural and forestry tractors; dangerous preparations; cables, chains and hooks; non-automatic weighing instruments; length measurements; analysis of textile fibre ternary mixtures; and the biodegradibility of detergents; and what views had been expressed and what action was to be taken by the United Kingdom Government on these Directives.

Lord Drumalbyn replied: 'All the topics mentioned by the noble Lord are covered by 12 directives. These were approved by the Council of Ministers at their meeting in Brussels on December 19, 1972. As the list is rather long, I will, with permission, arrange for it to be published in the Official Report. Her Majesty's Government were consulted while these directives were still in draft and concurred in them. In some of them amendments were made to meet us. When the Directives have been fully implemented they will remove technical barriers over a wide area of trade within the Community.

'These 12 directives will be formally adopted as soon as they have been translated into all the official languages of the Community, and will then be published in the *Official Journal*. Copies will be placed in the Library. For the most part, these Directives will come into force 18 months after their date of publication—that is to say, in the second half of 1974. However, in some cases it has been agreed that the date of application in the United Kingdom will be delayed for further periods. Directives of this type do not apply directly within the countries of the Community, but are addressed to the member States, who are responsible for taking such action as may be required to implement them within their territories. The Government are still studying what action, if any, will need to be taken to implement each of them.

'In most cases the directives merely oblige the member States not to put obstacles in the way of the sale of goods which conform to the specifications laid down. Such legislative action as is needed can probably be taken by subordinate legislation within the ambit of existing law. To meet some of the requirements administrative action by the Government will suffice. An important example will be to nominate British testing and certifying organisations. Where British made products covered by the directives are certified to conform with the requirements laid down, they will have to be accepted by the other member States of the Community without further testing.

Following is the List referred to in Lord Drumalbyn's Answer:

LIST OF DIRECTIVES APPROVED BY THE COUNCIL OF MINISTERS UNDER ARTICLE 100 OF THE TREATY OF ROME ON DECEMBER 19, 1972

1. Electrical equipment designed for use within certain voltage limits.
2. Non-automatic weighing machines.
3. Measures of length.
4. Analysis of ternary textile mixtures.
5. Classification, packaging and labelling of dangerous substances.
6. Classification, packaging and labelling of dangerous preparations (solvents).
7. Certification and marking of wire ropes, chains and hooks.
8. Agricultural tractors—type approval.
9. Agricultural tractors—maximum design speed and load platforms.
10. Agricultural tractors—certain clements and characteristics.
11. Detergents.
12. Biodegradability of anionic surface-active agents.

The above directives come into force 18 months after they are formally adopted except that for the following items the period is extended for the United Kingdom as follows:

Item 2, 5 years.
Items 5 and 6, 3 years.

MONDAY, FEBRUARY 12

EEC regional policy

In reply to a question on the amount to be spent from the EEC budget on development areas in the United Kingdom in 1973; and which industries now facing severe competition from EEC countries would be helped, Mr. Peter Walker Secretary of State for Trade and Industry, said that it was agreed at the October Summit that a new Regional Development Fund, to be financed from the Community's own resources, should be set up by the end of 1973. The Community's existing arrangements for assisting regional development were not financed from the budget.

Mr. Walker was also asked to give estimates expressed in percentages of the likely proportion of the British contribution to an EEC regional fund and of the British share of the total disbursement from such a fund. He said that decisions on the Regional Development Fund would not be taken until later this year and it was therefore impossible to predict UK receipts from it. Our contribution to its costs would be the same as our share of the Community Budget as a whole.

GATT

Answering questions on the Government's policy towards the forthcoming GATT negotiations, Mr. Walker said that the UK would pursue, in concert with its partners in the enlarged Community, the objectives adopted by the October 1972 Summit meeting of encouraging the development of international trade on the basis of progressive liberalisation.

Private sector exports

A Member asked what proportion of UK exports was produced from the private sector industries in each of the past five years.

'Statistics of foreign trade do not distinguish between types of exporting enterprises', replied Sir Geoffrey Howe, Minister for Trade and Consumer Affairs. 'However, the available information indicates that private sector industries accounted for all but about 3 per cent of UK exports in the past five years.'

Exports by nationalised industries

Answering a question on the proportion of United Kingdom exports produced by the nationalised industries in each of the past five years, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, said that direct exports by the nationalised industries had accounted for about 3 per cent of UK exports in each of the past five years.

Industrial output

Questions on the proportion of UK total industrial output in 1971 and in 1972 accounted for by the private sector of industry, and the nationalised industries, were answered by Mr. Emery. He said: 'Estimates made from the information readily available show that the nationalised industries accounted for approximately 12 per cent of total United Kingdom industrial output in 1971 and 1972. The private sector accounted for the bulk of the remaining 88 per cent; but a small proportion is produced by the public sector other than nationalised industries, which cannot be estimated precisely.'

Price rises

Sir Geoffrey Howe, answering a question on the number of complaints about price rises received by his department since the beginning of the freeze, said: 'My Department had received 8,800 complaints by the end of last week.'

Sir Geoffrey was also questioned about steps to be taken by the DTI with regard to those retailers, manufacturers or vendors who, in breach of the Counter-Inflation (Temporary Provisions) Act, were imposing hidden price rises by providing a reduced quantity of the same price. 'We have received very few complaints and none has been substantiated on investigation,' he replied.

Car-hire charges

Sir Geoffrey Howe was asked to investigate the recent allegations of increased charges by car-hire firms over the Christmas holiday period.

'It is the normal practice of the car-hire trade to increase charges at Christmas to cover the cost of higher wages paid to staff for working during the public holiday,' he replied. 'Firms were not infringing the prices standstill if their charges did not exceed those made during the Christmas period in 1971, and I see no reason to order any special investigation.'

Wage costs in hairdressing industry

An estimate was asked for the percentage increase in wage costs in the hairdressing industry resulting from the implementation of the Wage Council award on January 1, and to what extent hairdressers had been authorised to recover these additions to costs during the period of the standstill. Sir Geoffrey Howe answered that the percentage increase, if any, would vary from employer to employer, according to the proportion of staff previously paid less than the new minimum rates and their grades. Employers unable to absorb in full increased wage costs directly resulting from this had been permitted to raise their prices so as to recoup not more than 50 per cent of them from February 1, 1973.

Law of copyright

In reply to a question on steps being taken to mitigate the damage to the income of composers and others caused by the practice of home recording in breach of copyright, Sir Geoffrey Howe said: 'I am aware of this problem which is one appropriate for consideration by the Committee which I have it in mind to appoint to look into our law of copyright generally.'

Date-labelling of goods

To a Member who asked if legislation would be introduced compelling manufacturers to label all goods with the date of manufacture. Sir Geoffrey Howe said: 'I do not consider that general legislation is needed. But my right hon. Friend the Minister of Agriculture, Fisheries and Food hopes shortly to announce the Government's decision on the recommendations of the Food Standards Committee about the date marking of certain foodstuffs.'

Coast radio stations

'No Post Office coast radio stations now operate direction finding equipment because experience has shown that it is rarely of value for search and rescue purposes,' said Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, when asked to list the short range and long range radio stations around the coast with direction finding equipment. 'Experiments are being conducted at selected Coastguard stations to evaluate the use of direction finding equipment on the radiotelephone distress frequency.'

Offshore Supplies Office

A statement was requested on the relationship between the Offshore Supplies Office and the Industrial Development Executive, with particular reference to financing research and development. Mr. Emery said: 'The Offshore Supplies Office is part of the Industrial Development Executive and, as I said in Glasgow on Friday, will work closely with the Industrial Development Unit, which helps in appraising industrial development needs. On research and development questions, it will work closely with the DTI's Research Division which deals with research funds, through the Ship and Marine Technology Requirements Board.'

Subsidies to nationalised energy-producing industries

Mr. Tom Boardman, Minister for Industry, was asked what had been the amount of subsidy to each of the nationalised energy-producing industries in each of the past 10 years, including amounts of capital written off. He said that amongst the energy producing industries, the National Coal Board had been the principal recipient of assistance, as follows:

£ million

	1965/66	1966/67	1967/68	1968/69	1969/70	1970/71	1971/72
Reduction of liabilities and creation of reserve fund (Coal Industry Act 1965 s 2)	415						
Emergency revenue grant to keep deficit within statutory limit							100
Extra costs of using coal in place of cheaper fuels (Coal Industry Act 1967 s 6)							
Central Electricity Generating Board			1.5	9.2	3.4	0.7	0.8
Area Gas Boards				1.2	1.2	0.6	

Mr. Boardman continued: 'Payments have also been made which do not subsidise the production or sale of energy but help the industries to achieve the Government's wider objectives. Payments totalling £44.5 million have been made to the National Coal Board in the years 1966/67-1971/72 to help meet the social costs of pit closures and £2.4 million was paid in 1967/68-1968/69 to reimburse the Board for losses incurred in consequence of postponed closures. Payments totalling £149,471 were made to the gas industry in 1970/71-1971/72 to increase coke stocks, and up to £20 million has been allowed in the 1972 Revised Estimates to help the CEGB with the costs of rebuilding coal stocks after the miners' strike.'

New uses for coal

Mr. Boardman was asked how much was spent in each of the past 10 years in research designed to find new uses for coal; and what increased funds were planned for future research into new uses for coal in order to give the industry a broad base of sales. He said that the expenditure in the UK since 1963 on research to find new uses for coal are as follows:

	£'000
1963	50
1964	85
*1965/66	45
1966/67	45
1967/68	110
1968/69	155
1969/70	200
1970/71	190
1971/72	195
1972/73	300

*15 month period to March 1966

In association with European countries expenditure in the coming years is expected to increase to about £½ million, part of which will be met from the funds of the European Coal and Steel Community.

Natural gas from coal

Mr. Emery, questioned on the progress being made with the experimental process of extracting natural gas from coal by the Cas Council at Westfield, Fife, said: 'I am advised by the British Gas Corporation and this confirms the views I gained when I visited Westfield that the preliminary engineering and research work is proceeding satisfactorily.'

Joint meter reading

A Member suggested that discussions should be initiated between the Gas Boards and the Electricity Boards designed to operate a pilot scheme in a limited area to examine the practicability of having one meter reader for both services. Mr. Emery replied: 'No. My hon. Friend will be aware that past studies have led to the conclusion that the organisational problems and the costs involved in joint meter reading would outweigh the likely benefits. Much as I was attracted to the concept of joint meter reading I have now closely examined the problem again, and I am sorry to say I cannot find reasons to suppose that further studies would upset the earlier general conclusions.'

Coal-fired power stations

The following list of coal-fired power stations that have received the Secretary of State's consent for conversion or partial conversion to alternative fuels since June 1970 was given by Mr. Boardman in reply to a question.

Station	Conversion	Consent
Richborough	oil	23.7.70
Aberthaw A	oil	23.7.70
Portsmouth	oil	3.12.70
Kirkstall	oil	3.12.70
West Thurrock	gas/oil (dual firing)	3.12.70
Fulham	oil	12.2.71

Mr. Boardman was also asked what coal-fired power stations were at present under consideration for conversion or partial conversion to other fuels, and answered: 'Padiham B and York.'

Power station orders

Mr. Boardman was asked when Ministerial approval was given to the CEGB in response to their proposals for power station orders of Heysham and Sizewell B nuclear stations, the Isle of Grain oil-fired station and Drax B coal fired station; what progress had been made in their construction and whether consent for Drax B coal station had been withdrawn. Mr. Boardman replied: 'Consent under Section 2 of the Electric Lighting Act 1909 were given for Drax B power station in September 1964 and September 1965 and for Heysham, Sizewell B and the Isle of Grain in October 1969. The CEGB did not proceed with an order for construction of Sizewell B and Drax B and, under the arrangements for separating planning and financial consents announced in the House on June 16, 1972, any proposals for ordering these stations will have to be approved by the Secretary of State as part of the Board's capital development programme. The CEGB have not made such proposals. Planning consent for Drax B has not been withdrawn.

'I am asking the Chairman of the CEGB to write to the Honourable member about progress on the construction of Heysham and the Isle of Grain power stations.'

Concorde

Mr. Michael Heseltine, Minister for Aerospace and Shipping, was asked what options and what orders had now been placed for the Concorde aircraft. 'BOAC and Air France have signed orders for five and four aircraft respectively,' he replied. 'Iranair have signed a letter of intent to purchase two aircraft and the Chinese national airline have signed a preliminary purchasing agreement for three aircraft. In addition there are 33 options held by 10 airlines.'

In answer to a Member who asked if the loan of up to £350 million to the British Aircraft Corporation for the production of Concorde aircraft would permit manufacture of 30 Concorde aircraft, as proposed by the French Government under its loan to Aerospatiale, Mr. Heseltine said: 'The Concorde Aircraft Bill provides for an initial limit of £250 million on loans to be made both to BAC and to Rolls Royce (1971) for Concorde production. This sum is estimated to be sufficient to manufacture more than 30 Concordes. The Bill also provides for the limit to be extended to £350 million but after affirmative resolution of the House.' Another Member asked Mr. Heseltine if he was satisfied that Concorde would be a viable aeroplane and would sell well enough to recoup development invest-

(continued on next page)

PARLIAMENT
continued

ment. 'Successive administrations have made clear that there is no possibility of recovering more than a part of the research and development investment in Concorde,' Mr. Heseltine answered. 'We shall aim to recover as much as we can through sales of the aircraft.'

Air services agreements

Asked if negotiations on the draft air services agreement between Her Majesty's Government and the Chinese People's Republic had begun and whether it would include direct services between Heathrow and Peking, Mr. Onslow said: 'As indicated in my reply to the Rt. Honourable Gentleman on January 30, we are waiting to hear from the Government of the Chinese People's Republic when they are ready for bilateral negotiations. We hope that an agreement will include arrangements for services between London and Peking.'

Mr. Onslow was also asked what consultations had taken place between Her Majesty's Government and the Soviet Union to establish an air services agreement for Concorde to overfly Northern Russia to Far Eastern destinations. 'The existing bilateral Air Services Agreement provides a British route across the USSR to the Far East,' he answered. 'No governmental consultations with the USSR have yet taken place regarding supersonic corridors or use of supersonic aircraft on the services.'

Noise monitoring at Heathrow

A Member asked why the fully automatic noise monitoring system at Heathrow Airport promised to be completed by the summer of 1968 was not completed; when it would be operational; and if it would monitor approach as well as departure noise. Mr. Heseltine said that the system was not scheduled to be completed by the summer of 1968; it was expected to become fully operational by June 1973 and would be used only to monitor take-off noise.

HS146 airliner

Answering a question on submissions by Hawker-Siddeley Aviation for financial assistance to launch the HS146 airliner; Mr. Heseltine said: 'I have the company's request under consideration and hope to make a decision shortly.'

Holland-Martin Report

A question was asked on which of the recommendations of the Holland-Martin Report on deep-water trawling the Secretary of State intended to implement during the present session; and, in particular, when he intended to act on that relating to hours of work. Mr. Heseltine replied: 'A unit is being set up within the Department in order to speed up the implementation of those outstanding recommendations which concern the Government; but statutory rules on construction and survey are unlikely to be laid before the House until next Session. We are at present consulting the fishing industry on the content of regulations relating to rest periods at sea.'

Booz Allen report on shipbuilding

Mr. Walker told a Member that the Booz Allen report on the shipbuilding industry was received on February 1, 1973.

Shipbuilding companies

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, was asked to list the contracts placed by the Government with United Kingdom shipbuilding companies during the past year. He said: 'The Department of Trade and Industry placed no shipbuilding contracts in this period. Contracts have, however, been placed by other Departments and I will send further information about these to my hon. Friend and place a copy of my letter in the Library.'

Holiday tours

Answering a question on the number of firms operating package tours at home and abroad who had applied to increase their prices for the 1973 season, Mr. Grant said that problems affecting package tour operators had been dealt with through the Association of British Travel Agents. Mr. Grant continued: 'We have agreed that operators may levy surcharges on package holidays abroad only so far as necessary to reflect currency fluctuations and cost increases in individual countries beyond their ability to control. The Association have also approached my Department about other increases for the 1973 to 1974 season and their views are being considered.'

Hotels in Yorkshire and Humberside

Mr. Grant was asked how much aid was given in the Yorkshire and Humberside Region during 1972 under the hotels development incentive scheme; and how this compared with the national total. He answered: 'Figures published by the English Tourist Board show that, as at December 15, 1972, applications for loans and grants from hotels in Yorkshire amounted to approximately £2.2 million. This compares with a total of about £50 million for England. Separate figures for the Parts of Lindsey are not available.'

SW Scotland Planning Region

Mr. Walker told a Member who asked how many people he employed in the South-West Scotland Planning Region; and how this compared with the previous eight years, that the number of staff was seven, and in the previous eight years it had varied between six and nine.

DTI staff in assisted areas

A Member wanted to know what proportion of the staff in the DTI was located in the assisted areas; and how this compared with the situation when the present administration came into office. Mr. Grant said: 'The total number of staff in the Department at October 1, 1972 was 18,610. Of these 4,631, or 24.9 per cent were located in Assisted Areas. Comparable figures for April 1970, after making adjustments for the transfer of various functions out of the Department, were 18,972 of whom 4,282, or 22.6 per cent were located in Assisted Areas.

Industrial development

Mr. Grant answered questions on industrial development in the South Yorkshire Intermediate district, the Meadowfield Industrial Estate and the Park Royal Industrial Estate.

TUESDAY, FEBRUARY 13

Industrial investment

Sir Geoffrey Howe was asked what percentage of industrial investment was estimated to have come from internal self-financing and from sources external to industry for the latest convenient 12 month period. 'For large industrial companies in 1971, 72 per cent and 28 per cent respectively', he replied. 'Internal sources are taken as gross income less interest, tax and dividend payments, and external sources as issues of loan and share capital for cash, investment grants and other capital receipts, and net increases in creditors and in bank and other short term borrowing.'

Weights and Measures Act

Sir Geoffrey Howe told a Member who asked if steps would be taken to widen the prescribed quantities provisions of the Weights and Measures Act 1963 so that all suitable commodities were required to be pre-packed in prescribed quantities to facilitate price comparisons being made by the shopper, that he added to this list whenever he was satisfied it was desirable to do so. He was currently considering extending it to biscuits and certain additional breakfast cereals.

Imports of tobacco

A question was asked on the UK tariff on imported tobacco; and on tobacco imported from Commonwealth countries; and the EEC tariff on imported tobacco. Sir Geoffrey Howe replied:

'Full details of the United Kingdom rates of Customs duties on tobacco are published in the Customs and Excise Tariff and of the EEC rates in the *Official Journal of the European Communities* (Volume 16 No. L 1 dated January 1, 1973).

'The United Kingdom full rate of duty range between £5.0410 and £5.4850 per lb, and the rates for Commonwealth goods range between £4.9640 and £5.3375 per lb. The EEC rates range between 15 and 117 per cent with maximum, or minimum and maximum, specific rates applied in the case of unmanufactured tobacco.

Sir Geoffrey also gave the following information to a Member who asked what was the value of UK imports of tobacco in each year from 1967 to 1972; and what was the value of EEC imports of tobacco during the same period.

£ million

	United Kingdom	EEC† (the six)
1967	89	168
1968	117	174
1969	115	206
1970	110	192
1971	109	232
1972	122	..

† converted from figures in international sources, expressed in dollars, at the rates of exchange ruling at the times concerned.
.. not available.

North Sea oil

Mr. Emery told a Member who asked what would be the estimated saving on the balance of payments of 75 million tons of oil produced from the North Sea by 1980, that it was impossible to make an estimate with any accuracy, because of the many variables involved including the future price of oil, but the saving to the current account should be several hundreds of millions of pounds by 1980.

Offshore oil and gas

The following statement was made by Mr. Emery. 'I visited Scotland on February 9 and I was accompanied by the Director of the Offshore Supplies Office. The purpose of the visit was to discuss with both sides of industry ways of maximising the benefits from offshore oil and gas developments. In the course of discussions with both the Scottish TUC and Scottish industrialists a number of suggestions were made and consideration is being given as to how and whether these ideas should be acted upon.'

IDC policy

Answering a Member who asked what evidence there was that Scotland had not lost new investment because of the relaxation of IDC policy, Mr. Grant said: 'In July 1972 the Government abolished IDC control in the Development and Special Development areas and raised the exemption limits elsewhere in order to facilitate new industrial investment in Britain as

a whole. Since that time there has been a 16 per cent increase in the number of enquiries from industrialists wishing to bring projects to Scotland and inquiries and applications for Government factories in Scotland are running at a record level. The Government's various measures to encourage industrial growth have thus been followed by increased new investment in Scotland.'

Industrial development in Wales

Mr. Grant was asked what was the number of factories that were actually established in Wales in 1972, and the number of jobs created, giving the figures for every year since 1968. He replied: 'We know of 23 establishments still in operation with origins outside Wales or new to manufacturing within Wales. They employ nearly 1300 persons, but they estimate that about 1600 more jobs are expected from these projects when fully manned. The figures for the previous years are at present as follows but it should be borne in mind that the figures for new jobs created by projects established in the last two years will continue to rise until establishments reach their planned employment level.'

Year	Projects	Latest available employment
1971	40	3,600
1970	38	3,600
1969	69	8,000
1968	44	5,200

The following information was given by Mr. Grant in answer to questions on the number of industrial development certificates approved in 1972; the total number of jobs expected for Wales; and the number of IDCs issued for each of the economic planning regions in 1970, 1971, and 1972.

INDUSTRIAL DEVELOPMENT CERTIFICATES APPROVED (Schemes of 15,000 sq. ft. and over)

	Great Britain		Wales	
Year	No.	Estimated additional employment[1]	No.	Estimated additional employment[1]
1968	1,790	108,233	119	14,932
1969	1,939	118,384	131	14,560
1970	1,677	102,882	104	13,314
1971	1,256	67,705	57	4,566
1972[2]	1,489	75,471	46	3,051

[1] Jobs estimated to arise when the projects are complete and fully manned.
[2] In July 1972 industrial development certificate control was abolished in the Development and Special Development Areas.

INDUSTRIAL DEVELOPMENT CERTIFICATES APPROVED (Schemes of 15,000 sq. ft. and over)

	1970			1971			1972[2]		
	No.	Area '000 sq. ft.	Estimated additional employment[1]	No.	Area '000 sq. ft.	Estimated additional employment	No.	Area '000 sq. ft.	Estimated additional employment
Northern Region	130	7,359	15,389	81	4,249	4,459	38	1,619	3,108
Yorkshire and Humberside	149	6,414	7,807	122	4,354	4,966	185	9,451	11,882
East Midlands	134	4,862	5,459	94	3,840	4,810	135	5,141	5,789
East Anglia	68	2,107	2,938	63	236	3,041	97	3,698	3,912
South East	447	16,277	21,061	367	14,779	19,157	404	16,097	16,162
South West	107	4,421	6,879	74	3,021	4,452	94	3,478	3,090
Wales	104	7,322	13,314	57	2,668	4,566	46	2,763	3,051
West Midlands	177	6,451	5,395	123	4,623	3,545	184	8 408	9,395
North West	231	12,760	14,805	149	6,735	6,030	216	9,729	11,144
Scotland	130	9,870	9,835	126	7,847	12,679	90	6,652	7,938

[1] Jobs estimated by the applicants to arise when the projects are complete and fully manned.
[2] In July 1972 industrial development certificate control was abolished in the Development and Special Development Areas.

WEDNESDAY, FEBRUARY 14

Lead content of petrol

Mr. Grant was asked: 'What discussions are taking place between the Department of Trade and Industry and the British motor vehicle manufacturers on the resolution of the European Parliament which requests the Commission to draw up proposals for reducing the lead content for motor vehicles to 0.4 grams per litre to begin with, for economic and environmental reasons?' 'My Department and the Department of the Environment have regular discussions with the oil and motor industries about proposals for the reduction of the lead content of petrol,' Mr. Grant replied.

Dispute in the gas industry

The following statement on the dispute in the

(*continued on next page*)

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation.
77E	Purchase tax—exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
300A	Export reliefs scheduling scheme, supplementary particulars.
467	The New Customs Tariff and Overseas Trade Classification.
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by Bank of England—also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

gas industry was made on request by Mr. Boardman:

'As a result of industrial action British Gas have already had to stop the supply of town gas to several hundred large industrial users and to put in hand pressure reductions affecting a majority of domestic town gas consumers.

'The full extent of industrial action and of its consequences has not yet been firmly established, but it is already clear that it will significantly interrupt production and create unemployment in other industries.

'The management of the industry and the unions are working together to try to maintain a safe system. Nevertheless it cannot be guaranteed that there will be no risk to gas consumers. The potential risks are explosions from the effects of reduced gas pressures: millions of homes suffering discomfort and the threat ot the welfare of the old and the ill.

'The Government deplores this action and earnestly urges the gas unions to accept the restraints necessary to overcome inflation.'

Investment in France

A Member asked what was the value of new investment by British firms in France for each of the five previous years. Sir Geoffrey Howe said that information about direct investment in individual countries was as yet available only up to 1970; the relevant figures from 1966 to 1970 are as follows:

DIRECT INVESTMENT IN FRANCE (OTHER THAN OIL)

£ million

	Gross investment*	Net investment*		
	Total	Total	Unremitted profits	other
1966	19.4	16.5	3.2	13.3
1967	17.8	11.2	2.6	8.6
1968	13.4	8.5	6.0	2.5
1969	23.8	18.0	7.6	10.4
1970	30.1	24.4	9.9	14.5

* Gross investment is the total of additions to investment in France by firms which increased their stake there. Net investment is derived from it by deducting total disinvestment by firms which reduced their stake.

THURSDAY, FEBRUARY 15

Counter inflation programme

Stating that some public companies were charging excessive interest rates on second mortgages, a Member asked Sir Geoffrey Howe whether, in support of the Government's counter inflationary measures, he would, either in his forthcoming budget or by special legislation, seek to control the amounts of such interests charged. Sir Geoffrey answered that the application of profits control to financial institutions under the second stage of the counter inflation programme was under consideration.

Sir Geoffrey was also asked if he was aware that the prices of Simca cars in Great Britain were proposed to be increased by 3.9 per cent.; and what action he had taken, or intended taking, to prevent this price increase in view of the Government's declared policy to control prices. Sir Geoffrey said: 'I am aware that Chrysler United Kingdom Ltd announced on February 9 that owing to movements in exchange rates the prices of Simca models manufactured by Chrysler France and sold on the UK market would be increased by an average of 3.9 per cent from February 10. These are imported goods and it is not possible to freeze their prices in the same way as goods manufactured in this country. The company has been told that it is not permitted to increase its cash margin on resale.'

In reply to a question on whether the £1 a week increase awarded to British Airlines cabin staff in January came within the scope of the pay freeze legislation, Mr. Onslow said that the increases payable with effect from January 1, 1973 to cabin staff employed by British Airways Group airlines were permitted under the provisions of paragraph 12 of the White Paper "A Programme for Controlling Inflation: The First Stage' (Cmnd. 5125). This made it clear that the standstill did not apply to increases in earnings resulting directly from extra effort or output under existing arrangements.

Another Member asked why HM Government had not allowed gas manual workers to negotiate increases of £1 per week. Mr. Boardman answered: 'The British Gas Corporation, like all other employers, is subject to the overall limit on pay increases during Stage 2 of the counter inflation measures set out in Cmnd. 5205. Consistent with this the Corporation has offered its manual workers increases on basic rates of £2.24 a week.'

Pitt-Rivers collection

'Records of applications for export licences would not disclose the number of objects originating from a particular collection', said Sir Geoffrey Howe, when asked how many licences have been applied for, for the export of objects from the Pitt-Rivers collection.

Sir Geoffrey was also asked what objects, including paintings, from the Pitt-Rivers collection, had been refused export licences. He replied: 'It is contrary to normal practice to disclose information about refusals of individual export licences. However information about refusals of export licences for works of art and antiques is available from the Annual Reports of the Reviewing Committee on the Exports of Works of Art. As far as I know, none of the objects for which licences have been refused came from the Pitt-Rivers collection.'

Export of stainless steel and nickel scrap

Mr. Emery was questioned about representations by the British Secondary Metals Association as regards stainless steel and nickel alloys. in the EEC. Mr. Emery replied: 'The British Secondary Metals Association have represented that alloy steel scrap, like non-ferrous scrap, should be freely exportable to the Community. Having regard to the current supply situation I replied on February 13 that, in accordance with the Treaty of Accession, the Government had decided to retain some export restrictions for the time being. Detailed advice was given of the circumstances in which exports of certain types of alloy steel scrap would be allowed.'

Euratom

A question was asked about research being conducted by the four laboratories of Euratom that was already duplicated by the United Kingdom Atomic Energy Authority facilities in the United Kingdom; and what estimated benefit it would secure from its contribution towards the £65 million made available to the EEC programme. Mr. Boardman replied:

'Very little of the research carried out at the Ispra, Petten, Karlsruhe and Geel laboratories of Euratom duplicates that carried out in UKAEA establishments. Decisions taken at the meeting of the Council of Ministers in Brussels on February 5/6 at which I represented the UK, ensured that future work in the Euratom laboratories would be largely complementary to that of the UKAEA.

'Although the benefits cannot be evaluated precisely, the UK will benefit from the collaborative work carried out particularly on subjects concerned with safety and regulatory matters such as reactor safety, nuclear standards and fundamental research.'

Trade with Algeria

Sir Geoffrey Howe was asked about steps to stimulate trade with Algeria: and how British exports to that market compared with those to Saudi Arabia, the Trucial States, Qatar and Iran. Sir Geoffrey replied that the full range of official export services offered by the British Overseas Trade Board was available to British firms exporting to Algeria. 'My Department built a Pavilion for use at the Algiers International Trade Fair in 1971 which we are still using,' he said. 'My Department is arranging visits to the United Kingdom this year for the heads of three major Algeria state trading corporations. The Parliamentary Under-Secretary of State for Trade is to address a seminar on Algeria on March 13 organized by the London Chamber of Commerce. These and other measures are being taken in co-operation with the Committee for Middle East Trade and other organizations.

'The Algerian Minister for Commerce has accepted my invitation to visit the United Kingdom later this year.

'British exports to Algeria in 1972 amounted to £34 million compared with £45 million to Saudi Arabia; £13 million to Qatar; £117 million to Iran and £31 million to the United Arab Emirates.'

Banks Committee recommendations

Sir Geoffrey Howe was asked when he proposed to introduce legislation to amend the Patent Act 1949 to bring it into line with the recommendations of the Banks Committee, and replied: 'I hope to introduce this legislation as soon as the Parliamentary timetable permits.'

Consumer credit

A Member asked if the Secretary of State would 'investigate under the Companies Act the activities of K. and H. Mortgage Brokers, operated by D. Hilditch, of 5 Frank Road, Doncaster, and B. E. Keen, of 37 Auckland Road, Doncaster, in view of correspondence sent to him relating to Mr. Brooks, of Priorwell Road, Worksop, and the loss of his £135 savings'. Sir Geoffrey Howe replied: 'I share the hon. Member's concern about this case, but I have no powers to investigate the firm's activities. All the proposals made by the Committee on Consumer Credit—including those relating to licensing of consumer credit grantors and intermediaries in their transactions—are being considered; the intention is to introduce consumer credit legislation without avoidable delay.'

Sir Geoffrey was asked if power would be sought to ensure that retirement pensioners were not exploited by being sold items by means of cash loans which they could not afford but which they could not withdraw from. Sir Geoffrey answered: 'The consumer credit legislation which I am now preparing will provide a "cooling-off" period for all loan agreements signed away from trade premises. I also propose to make sellers of goods the agent of the lender who is providing the finance for the sale and to introduce a licensing system.'

Gas dispute

Asked to make a statement on the effect on industry of the present dispute in the gas industry, Mr. Walker said: 'My present information is that some 700 of the larger industrial users of gas have had their supply interrupted. This effect is concentrated in the Northern Region and the West Midlands, where 600 industrial users are affected. I do not yet have authoritative figures for the number of men laid off as a result of the gas dispute.'

'Royston Grange'

Mr. Heseltine was asked whether he had received the report of his inspector who attended

the Liberian inquiry into the collision of the *Royston Grange*; and if he intended to hold a British inquiry. He answered: 'Yes, but I have decided to await the transcript of the proceedings and the findings before deciding whether to hold our own formal investigation.'

Air traffic

Mr. Onslow was asked to publish the tables showing the future demand for passenger and air-traffic movement on international flights, other than those to and from Eire, that formed the basis of the case that a third London airport would be required by the early 1980s. He said: 'The need for a TLA by the early 1980s rests on the future demand for air services in the South East from all sources, domestic and international. The CAA advises me on demand forecasts. The traffic forecasts shown below refer to total demand at Heathrow, Gatwick, Stansted, Luton and Southend.

	Forecasts/Demand		
	Lower	Middle	Upper
Air transport movements (000s)			
1980	469	546	636
1985	538	666	825
*Terminal passengers (millions)			
1980	52.7	63.3	75.8
1985	79.9	103.1	132.8

* Excludes transit passengers.

'These forecasts are currently being reviewed by the CAA and as my hon. Friend the Minister for Aerospace and Shipping told the House on February 8, it is already clear that further capacity will be required by about the end of the decade.'

FRIDAY, FEBRUARY 16

Trade with Algeria

Sir Geoffrey Howe told a Member who asked what was the current balance of trade with Algeria and the amount of British investment in that country, that the monthly *Overseas Trade Statistics of the United Kingdom* gave current figures for Algeria of imports cif and exports fob, but the difference between these figures was not a precise measure of the visible trade balance because, *inter alia*, of the difference in the basis in valuation. Figures for British investment in Algeria were not separately available but it was very small.

Shipbuilding

Mr. Christopher Chataway, Minister for Industrial Development, was asked whether, in view of the substantial orders now accruing to shipbuilders' yards in the UK, he would consider reducing the level of public funds being made available to them. 'Whilst the improvement in the UK shipbuilding order book is welcome, a statement on future Government policy towards the industry must await the outcome of our consideration of the Booz-Allen Report,' he replied.

Monopolies Commission report on asbestos

Asked to make a further statement about the companies referred to in the report of the Monopolies Commission on asbestos and asbestos products, Sir Geoffrey Howe said: 'The company referred to as "Beldam" in the Commission's recommendations at paragraph 370(iii) of their report was the Beldam Packing and Rubber Co. Ltd. The Beldam Asbestos Company Limited was not the subject of any of the Monopolies Commission's recommendations.'

Textile industry

Replying to a question on further action to advance and safeguard the interests and employment opportunities of the British textile industry, Mr. Chataway said: 'We are actively engaged in discussions with our European partners on the development of a textile policy for the enlarged Community. A fundamental element of such a policy must be the need to further the interests of the existing textile industries in the Nine Member States, by providing effective mechanisms for dealing with immediate problems as well as guidelines for longer-term policy.'

Japanese ball bearings

Answering a question on the total amount of bearings imported from Japan in 1972; how this compared with the quota agreed with the Japanese; what was the quota for 1973; and what steps were being taken to monitor imports from Japan, Mr. Chataway said that the Japanese industry decided to limit exports of ball and roller bearings to this country to 2,550 tons in 1972 and 2,805 tons in 1973. Imports of such bearings from Japan amounted to 2,753 tons in 1972 but the Japanese had stated that the excess would be taken into account in 1973. Imports from Japan were monitored on a monthly basis.

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"Chaseside" Shovels, Dumpers, Excavator, Fork Lift Trucks, 60 various PUMPS
Nine M.S. SILOS, Ten ACID STORAGE TANKS
Maintenance Workshop Machinery, Office, Canteen and Laboratory Equipment, Rectifiers, Conveyors, Stackers, Bunkers, Travelling and Portable Cranes and Hoists, Feeders, Weighing Equipment, Railway Track, Rail and Road Weighbridges
Large Quantity New and Usable Stores, Valves, Electrical Fittings, Refractory Bricks etc.

Inspection one week prior to sale, during normal working hours, or by appointment with the Auctioneers from whom catalogues may be obtained on application to 53 King Street, Manchester M2 4LR (Tel: 061-832 8271)

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ships for Sale

Offers are invited for the purchase of the undermentioned vessels 'as lying' at HM Dockyard, Chatham.

'W 57', 'W 58' and 'W 60' Dumb Hopper Barges. Steel, G.T. 120. N.T. 46. Date built is not known. Length 80 ft. Breadth 21 ft. Depth (mld) 9 ft 6 in. Light displacement 100 tons.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address in envelopes clearly marked 'Offer to Purchase "Hopper Barges" ' and must be received not later than *noon* on March 22, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessels and their present condition.

DEPARTMENT OF THE ENVIRONMENT

March 6, 1972

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel: 01-903 2508)

Auctioneers: Messrs Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET. (Tel: 01-248 7954)

Office and miscellaneous furniture; engineering, electrical, canteen, domestic and other equipment etc.

Catalogue: direct from auctioneer, price 10p each.

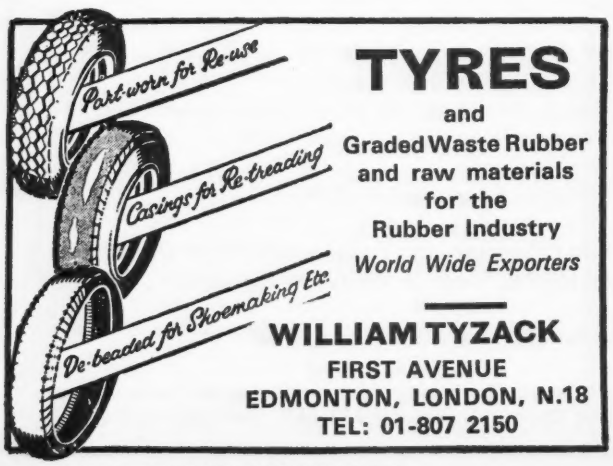
MINISTRY OF DEFENCE

February 28, 1973 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Staffs

Auctioneers: Arnold & Son (Dept. L), 13 Market Place, Burton-upon-Trent, (Tel: 0283 64657)

Miscellaneous stores including clothing, overalls; ground and plastic sheets; hand tools; boots and shoes; suction hose; stirrup pumps; wooden packing cases; MT and earthmover spares; paints, scrap ferrous metal; furniture; generators; servicing trolleys; charging sets; machine tools pedestal and pillar drills; grinders, lathes, screw press, band saws, guillotine, tapping machine, planer, recessing and boring machines, etc.



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March 7/8, 1973 Miscellaneous Vehicles and Plant

Location: Ordnance Storage and Disposal Depot, Ruddington

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (Tel: 0602 54272)

A large quantity of saloon cars, estates; limousines; plant; heavy duty trucks; light vans; cranes; tippers; dumpers, refuellers; coaches; ambulances; breakdown and dropside trucks; fork lift trucks; graders; motor cycles; large quantity of Landrovers; utility vans; and pick up trucks.

March 14, 1973 Miscellaneous Stores

Location: The County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle CA1 1SE (Tel: 0228 26292/3/4)

A quantity of vehicles, including: Morris Mini and Minor 1000 saloons; Ford saloons; and estates; Austin Mini vans; Landrovers; ambulances; Ford Custom Van; Ford Transit mini bus; Bedford 4 ton truck; and Austin 2 ton truck; folding and grinding machine; and various hand tools; electrical equipment including: oscilloscopes; oscillators; amplifiers; plugs; sockets; electronic valves; cable; teleprinter spares; power units; epidioscopes; fan blowers; transformers; signal generators; modulators; resistors; diesel electric generators AC/DC skid mounted 120/208 volts. Miscellaneous items including: clothing, overalls; rubber knee boots; ground sheets; furniture; paint and paint remover; various wooden boxes; webbing; scrap tyres; sewing machines; mirrors; steel safes; wooden pallets; stirrup pumps; floodlight projectors; aircraft nose jacks Mk. 3; mast mounted trailers 14 ft., etc.

March 22, 1973 Miscellaneous Stores

Location: The Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554 3447/9)

Miscellaneous stores including: textiles; footwear; canvas sheeting and tentage; Arctic and foulweather clothing; greatcoats, industrial, electrical, electronic plant and equipment; ferrous and non-ferrous scrap metal, aircraft tyres and spares and equipment; paints, and oils; stacking chairs; photographic equipment, batteries; electrical telephone and wireless equipment; ball roller bearings; carpets, rugs; solid fuel; stop watches; binoculars; telescopes; electric lanterns; DC electric motors and generators; fire pumps; marine diesel engine; fork lift trucks; mobile cranes, etc.

Catalogues of the above sales obtainable from relevant auctioneers two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender Machine Tools

Tender 1

Heavy Duty Power Presses; Horizontal Borer; Grinders; Capstan and Centre Lathes; Horizontal Miller; Power Hacksaws, etc. Locations: Radway Green, Crewe, Cheshire and Chorley, Lancs.

Tender 2

Autos; Horizontal and Vertical Borers. Drills; Surface and Universal Grinders; Capstan Turret and Centre Lathes; Horizontal, Vertical and Universal Millers—Engraving machine; Hydraulic and Power Presses; Saws; Slotting machine; Sheet metal working machines, etc. Location: Branston, Staffs.

Permission to view on presentation of tender forms only, available from: Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tender 1 must be returned by 10 a.m., February 28, 1973. Tender 2 must be returned by 10 a.m., March 14, 1973.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1967	113	110	132	124	124	186	−37	13	22	−315	−557	242
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1,042	299	743
1970 3rd qtr	122	117	141	150	166	103	44	7	—	81	−72	153
4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	89	41	−1	−44	124	−67	191
2nd qtr	122	119	141	137	168	−67	−114	11	38	297	113	184
3rd qtr	123	120	141	142	168	−34	−59	−9	6	361	117	184
4th qtr	124	122	142	135	167	36	−21	−6	36	260	76	184
1972 1st qtr	121	123	145	136	167	−149	−110	−6	−29	38	−125	163
2nd qtr	126	126	144	122	185	−105	−142	−5	31	84	−75	159
3rd qtr	126	128	141	120	175	−86	−109	3	−24	−106	−280	174
% change latest 2 quarters:												
on prev. 2 quarters	+2.3	+3.6	−0.6	−10.5	+4.1							
on a year earlier	+2.3	+6.1	+0.9	−13.0	+5.6							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier	basic materials and fuel used‡	manufactured products: home sales‡		mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	Jan 31, 1956†				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1968	119.8	121.4	103.1	93.1	125.0	4.7	117.3	115.3	187.3	538	2.3	188	147	159
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	197.4	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	217.7	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	246.4	737	3.2	129	205	194
1972			110.0	138.6	164.3	7.1			..	816	3.6	145	213	225
1970 4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	228.3	582	2.5	176	199	190
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	237.5	634	2.8	150	186	188
2nd qtr	125.1	127.0	103.2	95	153.2	9.8	133.1	137.2	242.4	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	248.6	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	257.0	832	3.7	118	210	199
1972 1st qtr	122.3	125.4	106.3	121	159.7	8.0	135.0	141.6	265.9	870	3.8	124	204	211
2nd qtr	128.9	129.5	108.5	143	162.7	6.2	136.1	143.4	272.0	834	3.7	133	216	216
3rd qtr	130.0	132.1	111.8	141	165.4	6.5	139.4	146.0	103.4 †	807	3.6	146	192	215
4th qtr	133.3	135.0	113.7	149	169.4	7.7	148.2 p	148.9 p	108.1 p	752	3.3	178	241	258
Apr	127.8	129.2	107.8	127	161.8	6.3	136.0	142.6	268.6	871	3.8	128	211	217
May	129.6	129.9	108.0	150	162.6	6.1	136.2	143.4	271.7	834	3.7	134	208	214
Jun	129.3	129.4	109.5	153	163.7	6.1	136.1	144.1	275.8	798	3.5	139	227	217
Jul	129.8	132.3	112.5	127	164.2	5.8	137.3	144.9	100.0 †	803	3.5	140	209	197
Aug	129.3	131.8	111.9	156	165.5	6.6	139.6	146.0	103.5	807	3.6	148	137	182
Sep	130.8	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	151	230	264
Oct	132.6	133.9	112.4	149	168.7	7.9	144.8	148.2	107.6	774	3.4	165	251	261
Nov	133.4	135.2	113.0	157	169.3	7.6	147.4 p	149.1 p	108.2	756	3.3	180	232	261
Dec	133.9	135.9	115.2	142 p	170.2	7.7	152.3 p	149.4 p	108.4 p	728	3.2	189	235	253
1973 Jan					171.3	7.7				705 p	3.1 p	201 p	247 p	264 p
% change latest 3 months:														
on prev. 3 months	+2.5	+2.2	+1.7	+5.9	+2.0		+6.3	+2.0	+4.5	−8.5		+22.9	+16.4	+9.9
on a year earlier	+7.0	+6.8	+7.4	+13.4	+7.7		+10.9	+6.4	+16.1	−14.2		+60.3	+16.1	+29.8

(‡) Not seasonally adjusted (†) New series from July 1972 based on July 31, 1972 = 100. (§) On a balance of payments basis.

Monthly report on the economic situation

The following report on the economic situation, prepared by HM Treasury, will be published in *Economic Trends* for February at the end of the month. Unless otherwise stated, the report is based on seasonally-adjusted data.

Measures to control inflation

THE second stage in the Government's programme for controlling inflation was announced on January 17. The Counter Inflation Bill (1973) provides for the establishment of two new agencies—a Price Commission and a Pay Board—and gives to the Government and the agencies powers to regulate prices, pay and dividends for a period of up to three years, with provision for a possible extension of 12 months. The Government is also seeking a 60-day extension of the standstill, but provided the new Bill is enacted by March 31 the standstill on pay will end then, although the standstill on prices will continue to April 28.

Under the proposals in the new Bill manufacturers will not be able to increase domestic prices except to the extent that certain allowable costs rise (after a deduction for increases in productivity). Distributors' gross percentage margins will be held at the level of a recent base period. To back up these requirements, there will be a limitation on profit margins on sales to the home market; net profit margins as a percentage of sales will not be allowed to exceed their average level in the best two of the previous five years. In general nationalised industries will be subject to the same restrictions as the private sector. Special arrangements will be made to ensure that when VAT is introduced on April 1 the full benefit of any net reduction in tax is passed on to the public, and that any price increases are no larger than is justified by the tax change.

During the next stage of the pay policy, which operates from the end of the standstill until the autumn of 1973, the total cost on the annual pay bill of all pay increases affecting any group of employees during a 12-month period must not exceed the equivalent per head of £1 a week plus 4 per cent of the average pay bill per head (excluding overtime) over the previous year. Within the limit no individual should receive an increase of more than £250 a year. Consultations will take place (including advice from the Pay Board) on the policy for pay after the autumn. The rise in dividends will normally be restricted to 5 per cent a year. Proposed increases in local authority rates will be monitored. The policy of fair rents embodied in the Housing Act is to continue, but in order to assist lower paid tenants there will be an increase of £3.50 in the needs allowance which is used to calculate rent rebates or allowances.

Recent developments

The first preliminary estimate of the volume of consumers' expenditure in the fourth quarter of 1972 showed a strong rise of over 2 per cent, following an increase of 1½ per cent in the preceding quarter. In the second half of the year as a whole the volume of consumers' expenditure was 6½ per cent higher than in the second half of 1971. Most categories of consumer spending increased in the fourth quarter. The volume of retail sales was 1¾ per cent higher than in the third quarter and 7 per cent more than a year earlier. Within the total, sales by durable goods shops and 'other non-food shops' rose by 3 per cent between the third and fourth quarters, sales by food shops rose by 1 per cent and sales by clothing and footwear shops were little changed. New car registrations increased by 6 per cent in the fourth quarter.

Private sector housing starts were at a high level in the fourth quarter of 1972, when they were almost 7 per cent higher than in the third quarter (which was depressed by the construction strike) and about 16 per cent above the average for the first half of the year. In 1972 as a whole private sector starts were about 10 per cent above their 1971 level. Public sector starts increased slightly in the fourth quarter but were below their level of a year earlier.

The index of industrial production, which had been somewhat depressed in the third quarter by the construction strike, rose by 2½ per cent in the fourth quarter when it was 7 per cent higher than a year earlier. Manufacturing production was 2¼ per cent higher than in the third quarter and 6¾ per cent higher than a year earlier. All major sectors of manufacturing industry have shared in the recent increase.

The latest CBI Industrial Trends Survey, published on February 8, indicates a strong increase in output and new orders in recent months, and shows a further fall since the last Survey in the proportion of firms operating below capacity. The Survey also shows a high degree of business confidence about the general economic situation and about output prospects. Most firms expect a further rise in the value of output and new orders in the next four months and there is a substantial positive balance of firms expecting to increase the size of their labour force over this period. There seems to have been a marked rise in investment intentions since the November Survey, with a large positive balance of firms expecting to increase their capital expenditure on plant and machinery in the next 12 months. The proportion of firms expecting costs and prices to increase over the next few months has fallen since the last Survey was taken.

The current account of the balance of payments was in deficit in January. A deficit on visible trade of £77 million more than offset the surplus on invisibles, which is estimated to be running at a monthly rate of about £50 million. The value of exports on a balance of payments basis was £881 million in January, £43 million higher than in December. This large rise reflected increased deliveries over a wide range of commodity groups and to most major markets, and provides further evidence that the trend has been moving upwards: in the seven months July 1972 to January 1973 exports were on average 5 per cent above the first half of last year. Imports were £958 million in January and in the seven months to January averaged 12 per cent higher than in the first half of 1972. This increase reflects the growth in volume associated with rising domestic output and expenditure as well as the floating of the £ on the sterling price of imports. Rising world commodity prices have also contributed.

Labour market

The seasonally adjusted total of unemployed, excluding school leavers and adult students, fell by 22,000 in January to 705,000 or 3.1 per cent of the labour force. This brings the net fall in the past 12 months to 156,000. Unfilled adult vacancies, which have been rising continuously since the end of 1971, rose by a further 12,000 in January to be 82,000 higher than a year ago.

Prices and incomes

The all-items retail price index (not seasonally adjusted) rose by about ½ per cent in December. The increase was mainly due to higher fresh food prices, and in particular to rises in the prices of beef, other meat, eggs and tomatoes. Non-food prices rose very little in December.

The index of hourly wage rates (not seasonally adjusted) rose by under ¼ per cent in December, the first full month of the standstill, and was 14¼ per cent higher than a year earlier compared with 16½ per cent in November. The seasonally adjusted index of average earnings increased by just over 1 per cent in November; although some pay settlements became operative during November the increase was probably mainly due to greater economic activity.

Financial developments

The narrowly defined money stock, M1, grew by £25 million (2 per cent) in the month to mid-December; M3, the broader version, increased by £710 million (nearly 3 per cent). It is probable that erratic influences have somewhat exaggerated the latest month's figures and depressed the two previous months'; during the latest three months for which figures are available M1 has risen by 4 per cent and M3 by 5½ per cent. In the month to mid-January the banks' combined reserve ratio fell from 15.7 per cent to 14.6 per cent; during the month the banks had to meet the second ½ per cent instalment of the call for Special Deposits announced on November 9 and the whole of the further 2 per cent call announced on December 21. Following the exhaustion of the previous long tap the issue was announced on January 13 of £600 million of 9½ per cent Treasury Loan 1999, giving a gross yield to redemption of 9.77 per cent.

The United Kingdom Official reserves rose by $12 million during January to stand at $5,658 million at the end of the month.

UK OVERSEAS TRADE

Value of trade in January

Summary

General assessment. The current account of the balance of payments was in deficit in January. The surplus on invisibles is estimated to be running at a monthly rate of about £50 million (see footnote): this was more than offset by a deficit on visible trade of £77 million, seasonally adjusted.

Exports. The value of exports in January was £881 million seasonally adjusted on a balance of payments basis. This figure reflected increased shipments to most major markets and increased deliveries over a wide range of commodity groups; it gives further evidence that the trend in exports has been moving upward. Comparing the seven monthly period July 1972 to January 1973 with that for the first half of last year indicates that the value of exports increased, on average, by 5 per cent; deliveries to Western Europe*** between these periods rose, on average, by 12 per cent.

Imports. In January, imports totalled £985 million, seasonally adjusted on a balance of payments basis. The average value in the seven months July 1972-January 1973 was 12 per cent higher than in the first half of last year. This increase reflects the growth in volume associated with rising domestic output and expenditure as well as the effect of the floating of the £ on the sterling price of imports; rising world commodity prices have also contributed.

Note: In arriving at the estimate of the net surplus on invisibles, allowance has been made for the net contribution by the United Kingdom to the European Communities' Budget.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values — £ million per month

	Exports (fob) (r)	Imports (fob) (r)	Visible balance (r)
1971	733	707	+ 26
1972 p	761	819	− 58
1971 1st quarter	664	684	− 20
2nd quarter	755	716	+ 39
3rd quarter	763	702	+ 61
4th quarter	750	723	+ 27
1972 1st quarter	728	768	− 40
2nd quarter	769	786	− 17
3rd quarter	686	780	− 94
4th quarter p	861	939	− 78
August	490	662	−172
September	822	960	−138
October p	896	948	− 52
November p	850	947	− 97
December p	838	921	− 83
1973 January p	881	958	− 77
1972 Aug.-Oct. p	736	857	−121
Nov.-Jan. 1973 p	856	942	− 86

p Provisional estimates.
r Revised estimates (see Note 1(h))

TABLE 1A. Three-monthly averages**

	Exports (fob) (r)	Imports (fob) (r)	Visible balance (r)
1972 February	753	752	+ 1
March	728	768	− 40
April	738	788	− 50
May	735	788	− 53
June	769	786	− 17
July	767	762	+ 5
August	683	723	− 40
September	686	780	− 94
October	736	857	−121
November	856	952	− 96
December	861	939	− 78
1973 January	856	942	− 86

** Average of month shown and two preceding months (see Note 1(d)).

TABLE 2. EXPORTS

Seasonally adjusted values § — £ million per month

	Overseas trade statistics basis (fob) (r)	Coverage adjustments	Net allowance for factors affecting recording †	Balance of payments basis (fob) (r)
1971	765	−41	+ 9	733
1972 p	812	−51	—	761
1971 1st quarter	680	−30	+14	664
2nd quarter	781	−41	+15	755
3rd quarter	798	−46	+10	763
4th quarter	801	−46	− 5	750
1972 1st quarter	775	−48	—	728
2nd quarter	818	−49	—	769
3rd quarter	735	−49	—	686
4th quarter p	921	−59	—	861
August	532	−42	—	490
September	871	−49	—	822
October p	954	−58	—	896
November p	914	−64	—	850
December p	893	−55	—	838
1973 January p	938	−57	—	881
1972 Aug.-Oct. p	786	−50	—	736
Nov.-Jan. 1973 p	915	−59	—	856

§ Components and totals are rounded independently.
† See Note 1(e).
p Provisional estimates.
r Revised estimates (see Note 1(h)).

TABLE 3. IMPORTS

Seasonally adjusted values § — £ million per month

	Overseas Trade Statistics basis (cif) (r)	Adjustments to balance of payments basis: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis: Coverage adjustments ‡	Balance of payments basis (fob) (r)
1971	818	− 86	−26	707
1972 p	930	− 86	−24	819
1971 1st quarter	792	− 87	−21	684
2nd quarter	820	− 87	−18	716
3rd quarter	816	− 84	−30	702
4th quarter	844	− 86	−35	723
1972 1st quarter	879	− 82	−30	768
2nd quarter	892	− 87	−19	786
3rd quarter	890	− 83	−27	780
4th quarter p	1,057	− 97	−21	939
August	771	− 76	−33	662
September	1,087	− 98	−28	960
October p	1,065	− 99	−19	948
November p	1,067	− 98	−22	947
December p	1,039	− 95	−23	921
1973 January p	1,088	−102	−28	958
1972 Aug.-Oct. p	974	− 91	−27	857
Nov.-Jan. 1973 p	1,065	− 98	−24	942

§ Components and totals are rounded independently.
p Provisional estimates.
r Revised estimates (see Note 1(h)).
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc.

(continued on next page)

UK OVERSEAS TRADE

continued

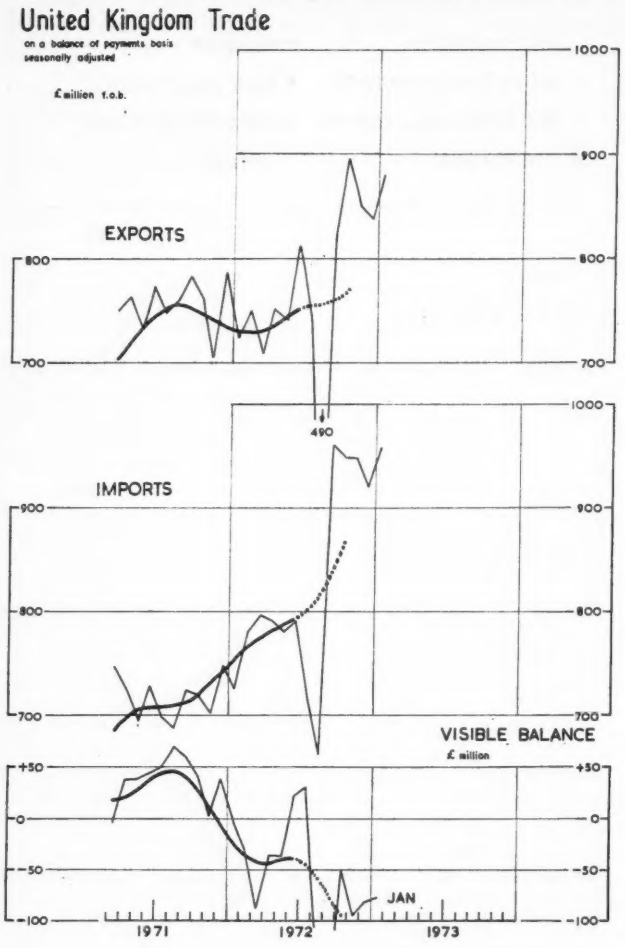


TABLE 4. Recorded values
Overseas trade statistics basis

£ million per month

		Exports fob ††	Imports cif ‡
1971	1st quarter	673.4	811.3
	2nd quarter	794.9	829.3
	3rd quarter	767.4	790.0
	4th quarter	822.9	847.3
1972	1st quarter	770.7	905.7
	2nd quarter	843.9	910.6
	3rd quarter	683.3	850.0
	4th quarter r	950.7	1,052.1
	November	1,000.7	1,122.0
	December r	857.2	968.9
1973	January p	966.8	1,230.2

†† No adjustment has been made in this table for special factors affecting the recording of exports (see Note 1(e)).
‡ Including arrivals of US military aircraft.
p Provisional estimates.
r Revised estimates.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877 ext. 3038). The library compiles the quarterly index to *Trade and Industry*.

Exports*

In January the value of exports was £881 million seasonally adjusted on a balance of payments basis, £43 million higher than in the preceding month. This large rise reflected increased deliveries to most major markets, in particular Western Europe*** and North America, and was distributed over a wide range of commodity groups.

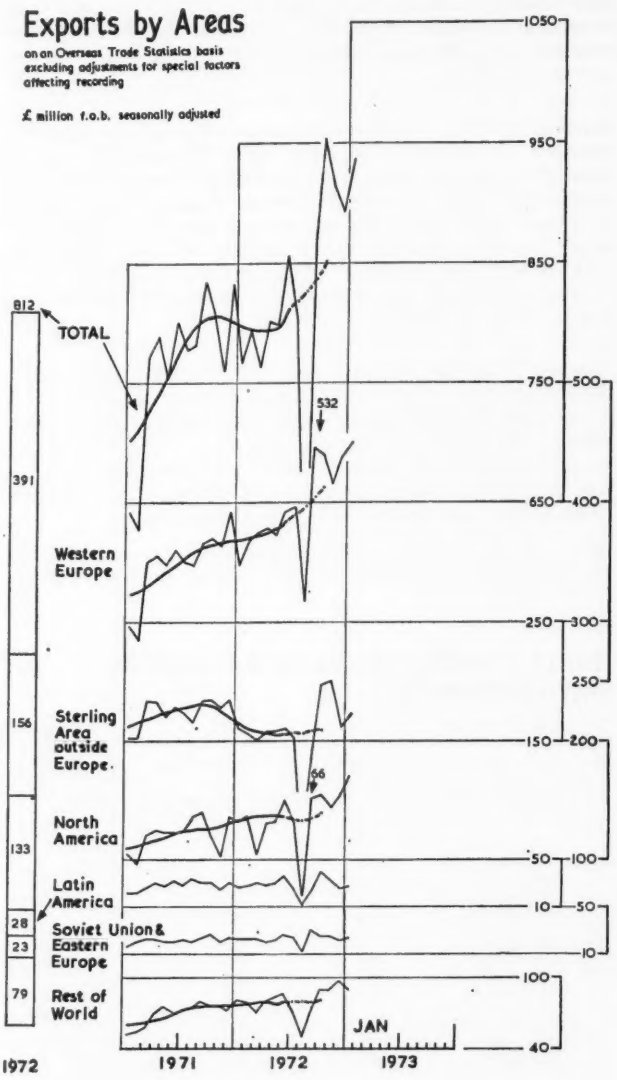


TABLE 5. EXPORTS: AREAS¶
Overseas trade statistics basis

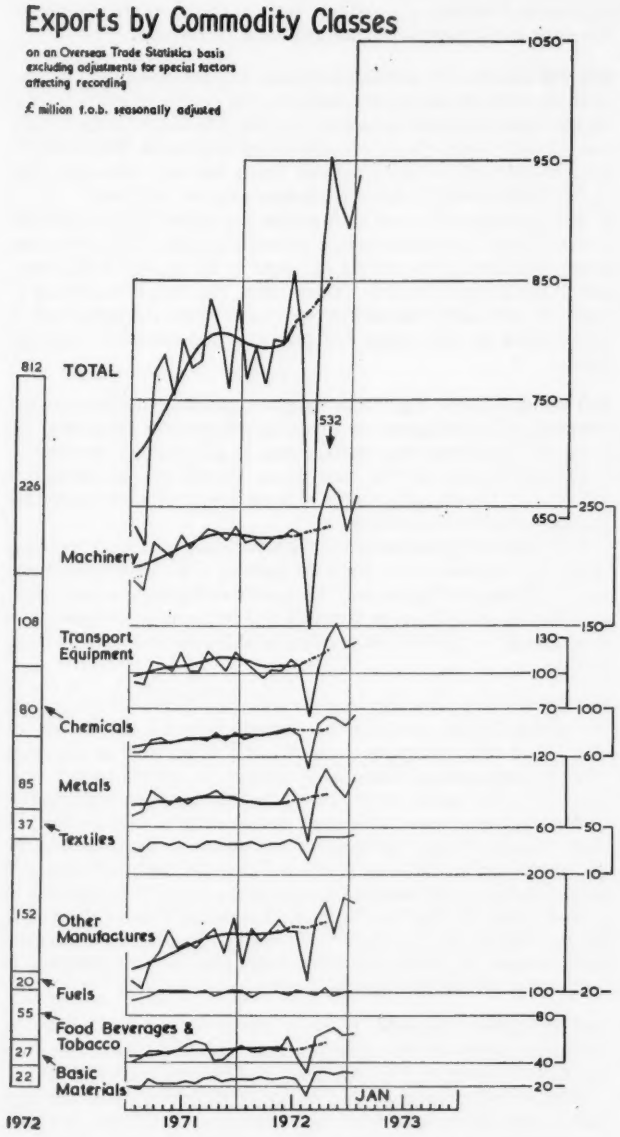
Seasonally adjusted values — £ million fob per month

		Total	Sterling area outside Europe	Western Europe inc. Irish Republic* Total*	EEC*	EFTA*	North America	Latin America	Soviet Union and Eastern Europe	Rest of world
1972		812	156	391	245	112	133	28	23	79
1972	1st qtr.	775	155	363	230	105	127	28	22	76
	2nd qtr.	818	159	381	239	108	137	31	23	83
	3rd qtr.	735	121	387	241	113	117	21	22	65
	4th qtr.	921	187	431	269	124	151	33	24	93
	November	914	199	417	267	120	144	33	25	90
	December	893	162	438	273	122	153	25	23	98
1973	January p	938	174	450	285	135	170	28	25	90
1972	Aug.-Oct.	786	136	402	248	117	126	26	23	71
	Nov.-Jan. 1973 p	915	178	435	275	126	156	29	24	93

¶ See Note 1(b).
p Provisional estimates.
* See Note 1(g).

The average monthly value in the seven monthly period July 1972 to January 1973 was 5 per cent higher than in the first half of last year. Between the same periods exports to Western Europe*** increased by 12 per cent on average with strong growth in deliveries to most of the major countries. The monthly rate of deliveries to North America rose by 5 per cent, but to the sterling area outside Europe*** showed little or no change.

Exports of manufactured goods rose on average by 6 per cent between the first half of last year and the period July 1972 to January 1973; exports of most sub-groups of this wide commodity group increased at a similar rate. Among non-manufactures, exports of which grew on average by 7 per cent, the rate of exports of food, beverages and tobacco was 9 per cent higher and that for fuel exports showed an increase of 6 per cent.



Imports*

The value of imports in January was £958 million seasonally adjusted, on a balance of payments basis. Over the seven months July 1972 to January 1973 the monthly average was 12 per cent higher than in the first half of last year. The two factors contributing most to this increase were the rising demand for imports as the home economy expanded and the effects of the floating of the £. Higher world prices for some major commodities in recent months have also contributed.

The sharpest increase between the two periods was in imports of finished manufactures which were 21 per cent higher on average, while the monthly rate of imports of industrial materials rose by 14 per cent. Imports of food, beverages and tobacco were on average 7 per cent higher, but nearly half of this increase was accounted for by the high January figure. The average rate of arrivals of fuel was little changed.

Between the two periods, imports from Western Europe*** increased on average by 13 per cent, while the rate of arrivals from our other major trading partners increased by 7 per cent.

* See Note 1(b)
*** See Note 1(g)

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly Overseas Trade statistics. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small). All these adjustments are described in greater detail in the annual 'Pink Book',

(*continued on next page*)

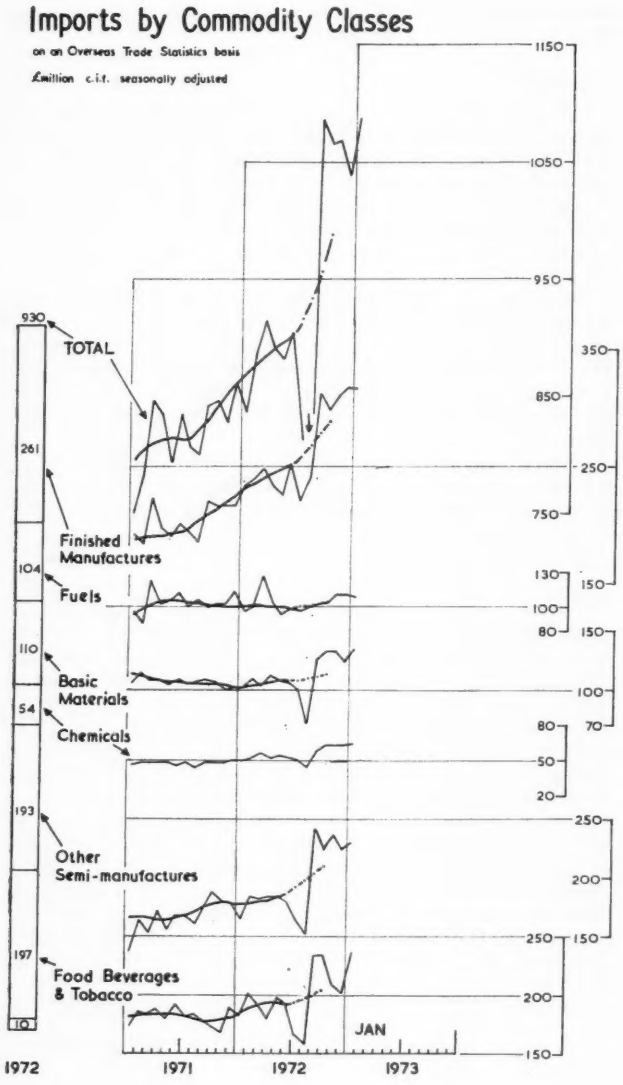
TABLE 6. EXPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

Seasonally adjusted values††

£ million fob per month

						Manufactures								
							Machinery and transport equipment							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1972	812	55	27	20	688	335	226	76	32	80	85	37	152	22
1972 1st quarter	775	52	26	19	657	323	219	73	32	77	81	36	141	22
2nd quarter	818	55	26	20	691	334	226	78	27	82	85	38	156	24
3rd quarter	735	46	23	20	619	297	205	61	32	71	75	33	141	21
4th quarter	921	67	31	21	786	384	254	94	37	91	97	42	169	22
November	914	71	30	19	782	401	260	94	44	93	96	43	150	22
December	893	64	32	20	752	355	233	96	30	87	85	41	181	23
1973 January p	938	66	32	21	796	384	259	94	32	96	102	43	175	21
1972 Aug.-Oct.	786	54	25	21	667	318	219	65	34	75	85	35	149	21
Nov.-Jan. 1973 p	915	67	31	20	777	380	251	95	35	92	94	42	169	22

¶ See Note 1(b).
p Provisional estimates.



United Kingdom Balance of Payments 1972 (Table 6 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible Balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significantce should not be attached to a single month's figure; it is more useful to consider the average balance over the three or more months.

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major distrubances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The new system for the documentation of exports to ensure their full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry* August 19, 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a short-

TABLE 7. IMPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

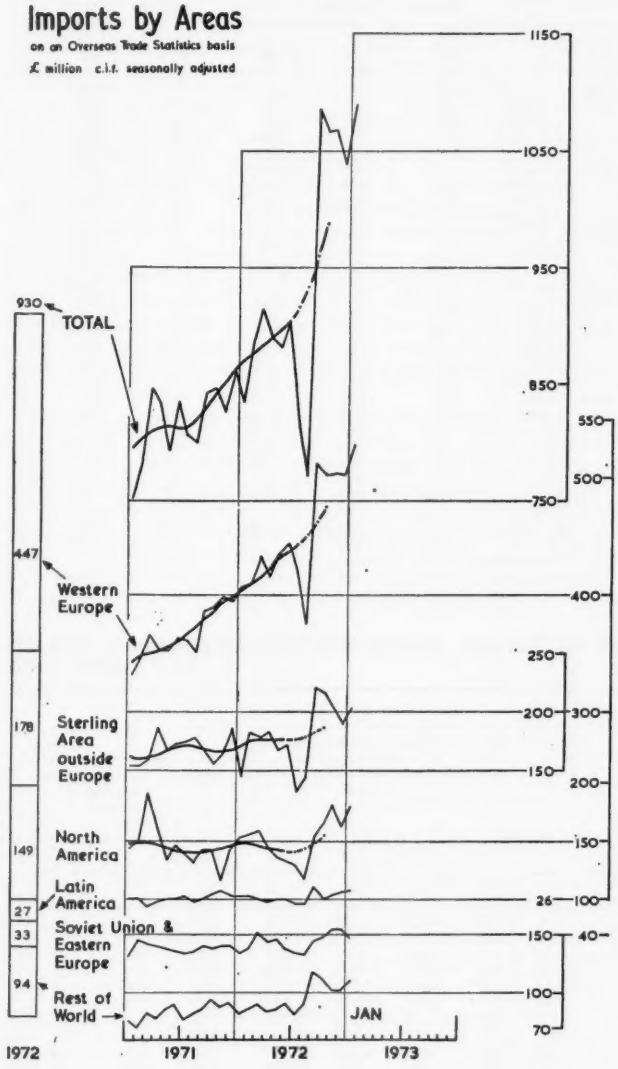
Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	Miscellaneous
1972	930		197	104	358	110	54	193	261		10
1972 1st quarter	879		193	107	333	105	52	177	241		9
2nd quarter	892		191	99	344	109	53	183	237		13
3rd quarter	890		187	100	336	100	50	186	258		10
4th quarter	1,057		215	108	419	129	62	228	308		10
November	1,067		208	111	429	132	62	235	310		8
December	1,039		202	110	409	123	62	224	317		9
1973 January p	1,088		237	109	428	133	64	231	316		9
1972 Aug.-Oct.	974		210	102	371	110	54	206	283		10
Nov.-Jan. 1973 p	1,065		216	110	422	129	63	230	314		9

p Provisional estimates.
¶ See Note 1(b).

fall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy was described in an article published in *Trade and Industry* February 15, 1973.



1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) Area analyses of trade. To take into account the change in composition of selected areas arising from the entry on January 1, 1973 of the Irish Republic and Denmark into the enlarged EEC the area headings in tables 5 and 8 of this article have been revised or re-defined. Figures for the Irish Republic are included with those for Western Europe and the EEC and to avoid double counting have been excluded from the Sterling area which has now been designated as 'Sterling area outside Europe'. Figures for Denmark are of course included with those for the EEC and not EFTA. In order to facilitate meaningful comparisons with past periods all figures in both these seasonally adjusted tables are on the present 1973 definition of the selected areas and groups of countries. The analyses in the text are based on the figures in these tables. Standard definitions of all areas and some economic grouping of countries will be shown as usual in the January 1973 issue of the *Overseas Trade Statistics of the United Kingdom* due to be published on February 27.

1(h) Revisions to seasonally adjusted values of trade. Revised estimates of seasonally adjusted monthly and quarterly exports and imports have been made. The re-analysis of the series by the main computer programme after all the monthly figures for 1972 had become available has resulted in some modifications to the previously published series for 1971 and 1972, and the amended figures are shown in the tables together with the revised figures of the visible balance.

The *Trade and Industry* article of February 17, 1971 on seasonal adjustment explains the necessity for periodical revisions.

2. Overseas Trade Statistics

Detailed particulars of United Kingdom imports and exports for January will be published on February 27† and further analysis of the figures will be found in Tables 125 and 143 in the Monthly Digest for March†, due to be published in the second week of April.

† Overseas Trade Statistics of the United Kingdom, published by HMSO, price £1.85 (annual subscription £25.05).
‡ Monthly Digest of Statistics, published by HMSO, price 63p (annual subscription including Supplement of Definitions and postage, £8.60).

TABLE 8. IMPORTS: AREAS¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

				Western Europe inc Irish Republic*			North America				
	Total	Total excluding US military aircraft etc.	Sterling area outside Europe	Total*	EEC*	EFTA*	Total	Excl. US military aircraft etc.	Latin America	Soviet Union and Eastern Europe	Rest of World
1972	930		178	447	293	134	149		27	33	94
1972 1st quarter	879		169	416	275	122	155		27	31	86
2nd quarter	892		174	433	284	127	138		26	33	87
3rd quarter	890		165	436	289	133	134		27	26	97
4th quarter	1,057		204	503	326	156	169		29	42	106
November	1,067		205	503	329	155	182		29	43	102
December	1,039		191	503	325	157	161		32	45	102
1973 January p	1,088		203	528	343	164	179		34	36	109
1972 Aug.-Oct.	974		193	464	308	139	146		28	31	107
Nov.-Jan. 1973 p	1,065		199	511	332	159	174		32	41	105

p Provisional estimates.
¶ See Note 1(b).
* See Note 1(g).

UK OVERSEAS TRADE

Unit value and volume index numbers for December and the year 1972

THE export unit value index, on a balance of payments basis, rose by almost one per cent in December 1972, after being unchanged in November. The import unit value index showed a further substantial rise in December; the increase of more than 3½ per cent between November and December followed a 3 per cent rise in November. The terms of trade index has fallen sharply in recent months; in December it was 9 points below the peak of May 1972 and around its level of mid 1970. The unit value and volume index numbers for the third quarter of 1972, particularly those for August, were distorted by the dock strike and it is difficult to make meaningful comparison between the third and fourth quarters of the year (see Note (a). The export unit value index for the fourth quarter of 1972 was 4 per cent higher than its average in the first half of the year; the import unit value index in contrast shows a rise of 9 per cent over this period.

Although the import unit value index, on a balance of payments basis, rose more rapidly than the export unit value index during 1972, between 1971 and 1972 as a whole both indices increased by

Notes to Table 1
† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates.
* Affected by the dock strike See Note (a).
r Revised. See Note (d)

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports r	Exports r
1969	126	127	101	146	149
1970	131	136	104	155	154
1971	134	148	110	160	160
1972	143	157	110	177	159
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160	150
2nd quarter	135	146	108	162	167
3rd quarter	137	149	109	157	166
4th quarter	137	152	111	161	159
1972 1st quarter	139	155	111	170	156
2nd quarter	140	157	112	175	162
3rd quarter*	[144]	[160]	[111]	[169]	[141]
4th quarter p	152	162	107	196	178
1971 July	137	148	109	155	164
August	137	150	109	154	166
September	138	151	109	162	167
October	137	151	110	160	161
November	137	152	111	157	150
December	137	154	112	167	165
1972 January	140	154	110	160	157
February	139	154	111	173	160
March	140	156	112	177	150
April	140	156	112	175	158
May	139	157	113	175	157
June	140	157	112	175	172
July	142	158	111	158	156
August*	[145]	[162]	[112]	[143]	[100]
September*	[146]	[160]	[110]	[206]	[168]
October p	147	161	110	202	184
November p	151	161	106	198	177
December p	157	163	104	187	172

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1971	136	140	122	120	145	147	126	152	129	132	156	159	148
1972	143	153	128	120	151	157	135	161	134	139	160	172	156
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
4th quarter	138	143	122	122	147	152	128	157	130	133	156	167	152
1972 1st quarter	139	148	121	118	147	155	131	159	134	135	157	170	156
2nd quarter	140	149	125	117	148	156	133	161	136	139	158	172	155
3rd quarter*	..	..	..	..	..	..	..	..	..	..	..	..	..
4th quarter	152	162	140	124	158	162	139	166	138	144	165	177	161
1971 July	138	142	123	126	148	148	127	152	130	132	157	160	150
August	138	141	123	125	149	149	128	153	133	134	156	161	149
September	139	142	123	125	150	150	128	155	132	133	156	163	152
October	138	143	122	123	148	151	128	155	130	134	155	165	152
November	137	142	122	122	147	152	127	157	129	134	158	167	151
December	138	144	122	121	147	153	128	158	132	132	158	170	153
1972 January	139	148	122	118	149	154	129	159	131	135	158	169	157
February	138	148	120	117	146	154	130	159	134	134	156	169	154
March	139	148	121	118	148	156	133	160	138	135	158	171	156
April	140	149	124	118	147	156	132	161	137	138	158	172	154
May	140	149	124	117	148	157	133	161	135	138	158	172	156
June	141	150	127	116	149	156	133	161	136	142	156	172	154
July	143	150	129	117	152	158	135	162	136	136	158	174	157
August*	..	..	..	..	..	..	..	..	..	..	..	..	..
September*	..	..	..	..	..	..	..	..	..	..	..	..	..
October	147	157	133	122	155	161	138	166	139	141	164	177	160
November	152	162	141	125	157	161	136	166	137	144	165	177	161
December	157	168	147	127	162	163	142	167	138	147	168	177	160

* Affected by the dock strike. See Note (a).

6½ per cent. The rise in the export unit value index was rather less than in the previous two years but for the import unit value index it was the largest increase since 1968.

Export unit value index numbers

The commodity group showing the largest rise in export unit values between 1971 and 1972 was machinery and transport equipment. However. the rise of a little over 8 per cent in the index for this group was a good deal less than its increase of 13 per cent between 1970 and 1971 and the index rose noticeably less fast during 1972 than it had in the previous year. In the fourth quarter it was less than 4 per cent higher than in the first half of the year.

The index for textile manufactures rose by 5 per cent between 1971 and 1972 and by the same amount between the first half of the year and the fourth quarter. The sharp rise in prices of imported textile fibres does not yet seem to have been reflected to any great extent in the prices of exports of textile manufactures. The rise of under 3 per cent in the unit value index for metals in 1972 was the smallest shown by any of the broad group of exports and followed a rise of less than one per cent in 1971. Unit values of exports of non-ferrous metals fell a little in 1972. The index for the metals group has, however, started to rise more rapidly in recent months and in the fourth quarter was 5 per cent higher than in the first half of the year.

The unit value index for non-manufactures rose by 7 per cent between 1971 and 1972, which was a little more than its rise in the previous year. This group covers a wide range of goods which have shown varying movements in unit values. The rise in 1972 was mainly in unit values of live animals and food; elsewhere in the group only unit values of textile fibres increased substantially. The sharp rise in wool prices was an important factor in the growth in the index for textile fibres and in the increase in the unit value index for the non-manufactures group as a whole during 1972.

Import unit value index numbers

The import unit value index for food, drink and tobacco rose by more than 9 per cent between 1971 and 1972. The rise was substantially higher than that shown by any other group of imports. Although the unit value index for imports of basic materials did not show an exceptionally large increase between 1971 and 1972 (5 per cent) it rose very rapidly during 1972, and its level in the fourth quarter was 14 per cent above that in the first half of the year. This increase was mainly due to increases in the price of imported hides and skins and textile fibre. Unit values of hides and skins almost doubled between January and December 1972 while those of textile fibres, which have a much larger weight in the import index, rose by more than 60 per cent over the same period, mainly due to increased wool prices. The unit value for other broad groups of imports showed less substantial movements in 1972. After a very large increase between 1970 and 1971 the unit value index for fuels in 1972 as a whole was unchanged, though it was rising towards the end of the year. The index for manufactured goods, which had fallen a little between 1970 and 1971 returned in 1972 to about 2 per cent above its 1970 level.

Export volume index numbers

There was a marginal fall in the volume of exports on a balance of payments basis between 1971 and 1972.

The volume of exports of manufactured goods in 1972 was 1 per cent above its level in the previous year compared with a rise of 7 per cent between 1970 and 1971. Of the commodity groups within manufactured goods the volume of exports of chemicals and textiles both increased by 6 per cent between 1971 and 1972 while those of metals and machinery and transport equipment fell a little. The drop of 2 per cent in the index for metals was caused by falls in the volume of exports of iron and steel and metal manufactures

(continued on next page)

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1971	162	104	101	216	241	164	159	165	215	142	137	154	205
1972	177	104	102	214	285	166	167	167	228	151	134	150	219
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
4th quarter	166	105	98	216	252	172	168	173	226	161	149	154	222
1972 1st quarter	177	107	100	138	274	160	156	161	215	144	129	148	204
2nd quarter	179	106	104	217	285	174	171	176	246	157	143	158	222
3rd quarter *	..	..	..	..	..	..	..	..	..	..	..	..	..
4th quarter	192	110	112	215	318	191	206	189	253	175	156	171	240
1971 July	161	103	102	191	245	172	173	171	227	139	137	160	215
August	144	92	105	195	201	154	154	154	202	130	126	136	213
September	162	102	103	195	248	166	183	163	211	146	132	145	225
October	163	99	97	199	257	165	162	167	225	162	149	146	211
November	166	103	96	208	255	174	166	175	225	165	156	156	223
December	170	112	102	241	245	177	177	177	226	156	143	161	231
1972 January	165	101	101	215	248	156	168	154	208	141	123	148	172
February	173	106	104	216	269	163	151	166	219	148	134	148	221
March	193	113	96	282	305	160	149	163	216	142	129	146	219
April	169	96	99	217	269	156	160	157	228	140	126	142	192
May	181	110	106	213	289	180	166	183	257	161	139	166	241
June	186	112	106	220	295	185	188	186	253	171	164	167	232
July	153	86	91	190	245	160	143	163	218	139	131	149	209
August *	..	..	..	..	..	..	..	..	..	..	..	..	..
September *	..	..	..	..	..	..	..	..	..	..	..	..	..
October	203	125	120	211	330	198	215	197	260	183	177	172	259
November	203	112	118	230	341	202	218	200	272	190	169	185	231
December	171	94	98	204	282	172	185	170	227	152	124	154	229

* Affected by the dock strike. See Note (a).

which were only partially offset by a rise of almost 20 per cent in the volume of non-ferrous metals exported. The volume index for exports of machinery and transport equipment fell by almost 3 per cent between 1971 and 1972, largely due to electrical machinery and transport equipment. The volume of exports in these groups was at its lowest level since 1968. Within transport equipment, the fall in the volume of exports was due to a sharp drop in exports of road motor vehicles. The largest rise in the volume of exports in 1972 was in the index for the 'Other Manufactures' group; this showed an increase of nearly 7 per cent on its 1971 level.

Between 1971 and 1972 the volume of exports of non-manufactures rose by 5 per cent. The main rise in this group was in industrial materials though tobacco, some foods and live animals (where trade is very variable from year to year) also showed an increase. There was a small fall in the volume of exports of beverages in 1972.

Import volume index numbers

There was a rise of about 10½ per cent in the volume of imports on a balance of payments basis in 1972. Manufactured goods accounted for all the rise in the volume of imports in 1972. Within semi-manufactures there were particularly sharp increases in the volume of imports of rubber goods, iron and steel, metal manufactures and precious stones. There was also a substantial increase in the volume of imports of finished manufactures.

There was little change in the volume of imports of food, drink and tobacco in 1972 and the increase in the value of these imports was entirely due to increased prices. Within the group, however, there were substantial increases in the volume of imports of beverages and of miscellaneous foods. Imports of live animals and dairy products fell in volume. The volume index for imported basic materials rose by only one per cent in 1972; there were substantial increases in the volume of imports of rubber and textile fibres but falls in the volume of hides and skins and metal ores imported. The volume of imported fuels fell marginally in 1972; it was the first drop in this index since the series began in 1961.

There was a marked rise in overseas purchases of new ships. Most of these were delivered abroad to UK owners directly (rather than to ports here); these ships are included in statistics on a balance of payments basis but not in those on an Overseas Trade Statistics basis, which accounts for the smaller increase in the volume of total imports in Table 3 compared with Table 1.

United Kingdom trade in 1972 will be discussed in more detail in an article to be published in *Trade and Industry* on March 8, 1973.

Notes

(a) There is evidence that as well as affecting the level of trade the dock strike distorted the commodity composition of trade in the third quarter of 1972, particularly in August. This distortion means that the unit value and volume index numbers cannot be used as guides to the trend in the prices and volume of exports and imports in the quarter. This is because the unit value and volume index numbers are calculated using the price per unit of quantity and the quantity (usually weight) of goods exported or imported which are recorded under the detailed commodity headings in the *Overseas Trade Statistics*. If the commodity composition of trade under these headings remains broadly constant, then the index numbers are fair indicators of changes in the price and volume of imports and exports; if the commodity composition changes, then movements in the index numbers will reflect this change as well as changes in volume or price. The indices for 1972 as a whole are thought to be not substantially affected by the strike.

(b) The statistics in Table 1 are on a balance of payments basis; those in Tables 2-4 are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments 'Pink Book'. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(c) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index num-

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961 = 100

	Imports r							Exports r							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1970 1st quarter	150	150	104	108	191	262	259	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	285	280	156	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	271	270	145	146	145	185	127	119	141	167
4th quarter	164	164	107	114	215	295	291	162	163	161	205	143	132	154	192
1971 1st quarter	162	162	107	105	231	234	233	150	144	152	195	133	128	146	177
2nd quarter	162	162	107	100	220	236	235	169	164	170	220	144	138	159	212
3rd quarter	161	160	102	101	202	239	239	170	175	169	218	142	137	157	213
4th quarter	165	165	100	96	213	256	256	166	155	170	225	150	144	154	219
1972 1st quarter	172	172	103	101	223	271	271	163	164	163	223	147	132	147	207
2nd quarter	174	174	104	103	208	271	271	169	171	170	235	154	137	150	225
3rd quarter *	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..
4th quarter	193	193	109	112	216	327	327	185	191	185	253	166	150	169	239
1971 July	158	158	103	99	196	236	236	167	176	164	223	136	131	151	209
August	158	158	103	102	213	226	226	169	172	166	219	140	138	155	205
September	166	166	100	103	197	256	255	175	177	175	213	150	142	165	224
October	165	165	98	98	202	259	259	169	155	174	227	155	148	156	226
November	163	163	94	94	207	255	255	158	142	161	218	147	141	145	199
December	168	168	108	96	231	254	254	171	166	175	231	149	142	160	231
1972 January	163	163	100	99	202	259	259	164	177	160	223	149	132	152	177
February	174	174	107	107	208	272	272	166	159	170	229	151	136	151	229
March	179	179	102	96	258	281	281	158	156	158	218	142	128	139	214
April	173	173	99	104	216	271	271	165	170	163	230	145	127	150	202
May	172	172	108	103	196	266	266	164	164	169	236	150	125	146	247
June	176	176	105	100	212	276	276	177	179	177	240	167	158	155	225
July	157	157	90	92	207	246	246	164	149	167	223	147	132	149	219
August *	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..
September *	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..
October	199	199	121	118	212	323	323	191	200	191	251	170	169	175	252
November	196	196	104	117	222	331	331	185	195	185	264	173	152	177	211
December	185	185	101	101	213	326	326	180	179	180	243	154	128	157	254

* Affected by the dock strike. See Note (a). r Revised. See Note (d).

bers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

(d) Revised estimates of seasonally adjusted monthly and quarterly volume index numbers for exports and imports have been made. The re-analysis of the series by the main computer programme after all the monthly figures for 1972 had become available has resulted in some modifications to the previously published series for 1971 and 1972, and the amended figures are shown in the tables. The *Trade and Industry* article of February 17, 1971 on seasonal adjustment explains the necessity for periodical revisions.

Foreign visitor arrivals in 1972

THE total number of foreign visitors (excluding Commonwealth citizens and visitors from the Irish Republic) for the year 1972 was 5,375,000, according to the Department of Trade and Industry and the British Tourist Authority. This represents an increase of about 8 per cent over the 1971 total.

December 1972

In December there were 306,000 foreign visitors, an increase of 19 per cent over December 1971, indicating that the expected improvement during the latter part of the year has been well maintained.

1972

For the year as a whole, visitors from Western Europe, the United States and the rest of the world, at 3.2, 1.6 and 0.6 million respectively, showed increases of 9, 4 and 11 per cent over 1971. Within Western Europe, much of the increase was in visitors from France and Western Germany; visitors from Japan again showed a strong increase, at 32 per cent over 1971. There has been a shift in the distribution of foreign visitors within the year, from the third and heaviest quarter to the other quarters indicating according to the BTA, the increasing popularity of autumn and winter holidays. In 1970, visitors during the high season accounted for about 43 per cent of total visitors for the year. This fell to about 41½ per cent in 1971 and then even more steeply to 39 per cent in 1972.

Seasonally adjusted figures

The seasonally adjusted figures for December indicate that the recovery from the slowing down in the underlying trend during the third quarter has continued, with a noticeable improvement in the Western Europe figure.

Notes

The figures in the Table are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than US citizens) arriving from the Irish Republic.

Change in the published series of foreign visitor arrivals following the entry of the United Kingdom into the European Economic Community.

From January 1973 onwards, it will no longer be possible to distinguish short stay visitors from countries in the European Economic Community from other persons entering for a period of over one year. This is because in future entrants from the European Economic Community can enter for any period of up to six months without having to state their reason for visit or the expected length of their stay.

Because of this, from January 1973 onwards total arrivals (ie short stay plus long stay) from countries in the European Economic Community will be shown, instead of short stay visitors only. The series for visitors from other countries will continue as before.

Seasonally adjusted figures

Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. For example, the increase in numbers in April 1971 compared with a year earlier was partly due to Easter having been later that year than 1970. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of varying date of Easter on the number of Western Europe visitors.

As usual, end year adjustments have been made to the seasonally adjusted figures for the year as a whole. Revisions arise on two accounts. First, seasonal factors have been re-assessed to take account of the most recent data and second, the total of individual months has been brought into agreement with the final recorded total for the year.

TABLE 1: NUMBER OF FOREIGN VISITORS

Thousands per month

	Total		Western Europe		United States		Other foreign countries	
1964	160		95		49		16	
1965	180		108		56		17	
1966	207		123		63		21	
1967	227		134		70		23	
1968	259		157		73		29	
1969	320		190		95		35	
1970	378		221		117		41	
1971	416		241		129		46	
1972	448		263		134		51	
1971	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
January	176	410	103	233	46	126	27	51
February	182	422	119	253	40	122	23	47
March	248	389	160	230	60	116	27	43
April	411	432	278	263	97	125	36	44
May	459	413	266	242	146	126	47	45
June	571	405	304	243	212	118	55	44
July	908	385	560	220	265	120	83	45
August	690	382	373	216	239	120	78	46
September	479	405	229	226	184	133	65	46
October	371	448	198	252	125	149	48	47
November	242	442	145	253	69	144	28	45
December	256	460	158	260	65	150	33	50
1972								
January	209	463	122	271	56	141	31	51
February	190	440	119	254	46	136	25	50
March	391	493	273	288	84	153	34	52
April	407	482	252	287	114	144	41	51
May	500	430	285	244	166	139	49	47
June	581	413	307	243	213	120	61	50
July	897	396	569	240	242	107	86	49
August	682	384	383	229	213	104	86	51
September	532	445	261	259	199	135	72	51
October	408	475	228	280	129	144	51	51
November	272	467	160	267	79	148	33	52
December	306	487	194	291	71	141	41	55

Source: Home Office.

Vehicle production in January—estimated figures

ESTIMATED vehicle production for the United Kingdom based on provisional returns supplied by the major manufacturers is as follows:

For the five-week period ending February 3, 1973:

	Total	Average weekly rate
Cars	193,000	38,600
Commercial vehicles	42,000	8,400

During the comparable period for last year the actual average weekly rate of production was 35,139 for cars and 7,721 for commercial vehicles.

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WHOLESALE PRICE INDEX NUMBERS

Strong rate of materials price increase continued in January

PRICES of basic materials and fuel purchased by manufacturing industry rose substantially in January. An increase of 3¼ per cent followed one of 3½ per cent in the preceding month and brought the rise during the past 12 months to 16½ per cent. Though there was a continued strong rate of increase in prices of food materials, which accounted for about a third of the increase in the index for all manufacturing industry in January, there were more substantial increases in prices of two important non-food materials, wool and copper. Together these accounted for three-quarters of the increase of 3¼ per cent in the price index for materials and fuel purchased by manufacturing industry other than the food, drink and tobacco group.

CHART 1

The provisional price index for home sales of manufactured products rose ¼ per cent in January, about the same as in December. In each of these months most of the change reflected increases of about 1 per cent in prices of manufactured foods. The prices index for manufactured products other than food, drink and tobacco rose slightly in both December and January, about ¼ per cent altogether.

Materials and fuel purchased by broad sectors of industry (Table 1)

The index for the food manufacturing industries rose 2¾ per cent in January, and was 14 per cent higher than a year before. The increase in copper prices including those of copper manufactures was mainly responsible for higher index numbers in the engineering

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of March 9, 1972.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movement used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London SW1 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering), and 3411 for all other information.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED

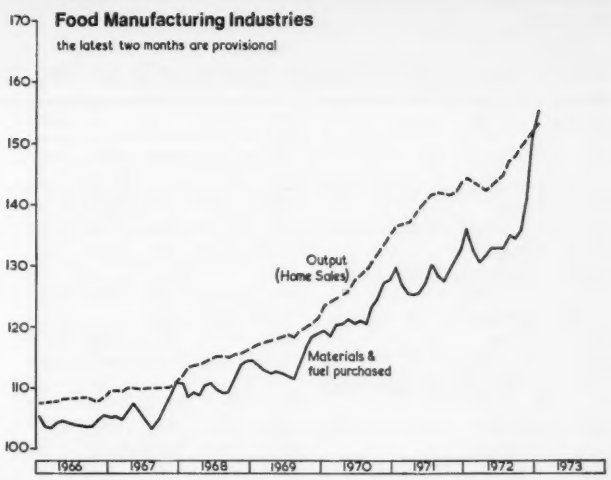
1963 = 100

1968 SIC		1971	1972												1973
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec. p	Jan. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	133.6	135.0	136.1	139.4	148.4	135.6	136.1	137.3	139.6	141.2	144.8	147.5	152.9	157.9
	Basic materials	132.0	133.6	134.0	137.8	148.3	134.3	134.0	135.4	138.1	139.9	144.1	147.2	153.5	159.3
	†Fuel	143.4	143.7	149.2	149.2	149.2	143.4	149.2	149.2	149.2	149.2	149.2	149.2	149.2	149.2
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	136.2	137.1	139.3	143.4	152.0	136.6	139.0	140.9	143.2	146.0	150.0	151.8	154.3	159.2
	Basic materials other than fuel	134.5	135.6	137.0	142.0	152.7	135.0	136.7	139.0	141.9	145.2	150.3	152.4	155.5	161.5
	Materials and fuels purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	130.9	133.1	132.4	134.1	143.0	135.9	132.9	132.9	135.0	134.5	136.9	141.0	151.1	155.2
Order V	Chemicals and allied industries	135.2	134.5	136.0	138.4	141.8	134.8	136.3	137.2	138.6	139.4	140.4	141.8	143.1	144.8
311 to 312	Steel industries	141.0	141.0	144.6	146.0	148.1	140.7	144.7	145.4	145.9	146.5	147.3	148.3	148.6	148.7
Order VII (excluding MLH 342)	Mechanical engineering industries	147.4	148.3	152.2	153.6	155.3	147.8	152.4	153.2	153.6	154.0	154.5	155.5	155.9	157.0
Order IX	Electrical engineering industries	148.9	152.5	155.1	157.0	159.6	150.5	154.4	156.0	156.9	158.1	158.5	159.7	160.6	163.9
361	Electrical machinery industry	152.5	153.8	156.9	158.6	160.3	153.1	156.9	157.8	158.6	159.3	159.6	160.5	160.8	162.5
Order XIII	Textile industries	110.2	115.7	119.5	126.2	147.2	114.4	120.7	121.7	125.7	131.2	145.2	145.6	150.6	163.1
Order XV	Clothing and footwear industries	128.6	131.1	137.4	142.9	152.0	129.1	138.7	140.4	143.5	144.8	149.3	153.1	153.6	155.3
Order XVII	Timber industries	144.9	147.0	149.5	155.2	162.1	146.0	150.7	152.8	155.0	157.7	159.8	162.6	163.8	166.0
481 to 484	Paper industries	141.7	139.8	141.2	145.5	149.6	139.8	141.8	145.0	145.7	145.9	147.8	150.4	150.6	153.1
Order XX	Construction materials	144.9	146.5	149.3	153.1	157.9	145.8	150.3	151.4	153.4	154.4	156.0	158.6	159.1	159.5
Part of Order XX	House building materials	146.8	148.4	151.1	155.7	162.0	147.7	152.0	153.6	156.0	157.5	159.6	162.9	163.4	164.2

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

CHART 2

CHART 3



sectors. The increase in wool prices, which amounted to 22 per cent in January, accounted for nearly all the increase of 8 per cent in the index for the textile industries; higher prices for woollen and worsted fabrics accounted for most of the 1 per cent increase in clothing and footwear.

The index for the paper industries rose 1¾ per cent mainly owing to an increase in pulp prices. Index numbers for the chemicals and timber industries rose about 1¼ per cent.

Output by broad sectors of industry: home sales (Table 2)

There were increases of 1 per cent in January in the index numbers for the food manufacturing and textile industries. Index numbers for the engineering group, clothing and footwear and the paper industries edged upwards, but those for other sectors were unchanged on provisional figures.

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963 = 100

1968 SIC		1971	1972											1973
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec. p	Jan. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	142.2	143.8	145.5	148.1r	150.9	143.2	146.2	147.0	148.2	149.2	150.2	151.2	151.4	151.7
	Home sales	140.0	141.6	143.4	146.0	149.0	141.2	144.1	144.9	146.1	147.0	148.2	149.3	149.6	150.0
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries:														
	Total sales	141.9	143.7	145.9	148.7	151.5	142.9	146.8	147.7	148.7	149.7	150.8	151.9	151.9	152.1
	Home sales	138.3	140.2	142.7	145.4	148.6	139.6	143.6	144.4	145.5	146.3	147.7	149.0	149.1	149.3
211 to 229	Output of Selected Broad Sectors of Industry Products of the Food manufacturing industries:														
	Home sales	142.3	143.7	143.1	146.5	150.4	144.3	143.9	144.6	147.1	147.8	149.2	150.3	151.7	153.1
Order V	Chemicals and allied industries:														
	Total sales	124.9	127.3	128.0	129.9	131.4	126.2	128.1	129.0	130.0	130.7	131.2	131.5	131.6	131.6
	Home sales	122.2	124.0	125.1	126.8	129.3	123.3	125.1	125.9	127.0	127.5	129.0	129.4	129.5	129.5
311 and 312	Steel industries:														
	Total sales	143.1	143.0	148.1	148.0	149.7	142.2	147.7r	147.8	148.1	148.2	148.6	150.2	150.2	150.2
	Home sales	143.7	143.9	150.4	150.7	151.0	143.8	150.6	150.7	150.7	150.7	150.7	151.1	151.1	151.1
Orders VII to XII	Engineering and allied industries:														
	Total sales	146.5	148.3	150.7	153.4	155.5	147.7	152.0	152.7	153.5	154.2	154.9	155.8	155.8	155.9
	Home sales	141.5	143.4	145.9	148.3	151.0	142.9	147.1	147.6	148.4	149.0	150.1	151.4	151.4	151.5
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	147.5	149.5	152.0	154.4	156.9	149.0	152.9	153.6	154.5	155.2	156.2	157.3	157.3	157.3
Order IX	Electrical engineering: Home sales	136.5	138.3	139.9	141.3	142.6	137.6	140.5	140.7	141.1	142.0	142.5	142.6	142.5	142.5
Order XIII	Textile industries:														
	Total sales	124.0	125.7	128.8	131.9	138.5	124.6	129.2	130.5	131.8	133.3	136.6	139.2	139.6	141.2
	Home sales	123.0	124.9	128.0	131.6	138.3	123.9	128.9	130.2	131.5	133.0	136.3	139.0	139.5	141.1
Order XV	Clothing and footwear: Home sales	124.4	126.5	128.3	130.6	133.8	125.7	129.0	129.8	130.4	131.6	133.0	134.0	134.3	134.4
Order XVII	Timber industries: Home sales	147.1	149.9	151.9	155.6	162.8	148.9	152.6	153.6	156.1	157.0	161.0	163.7	163.8	163.8
481 to 484	Paper industries: Home sales	141.7	143.8	146.5	149.6	152.3	143.3	147.2	148.5	149.5	150.9	151.9	152.5	152.5	152.6
Order XX	New construction‡	146	149	155	155 p			155			155 p				

‡ Index of building costs relate to average for the quarter. p = Provisional estimates

(*continued on next page*)

WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3(a) COMMODITIES PRODUCED IN THE UNITED KINGDOM 1963 = 100

1968 SIC		1972 Jan.	1972 July	1972 Nov.	1972 Dec. p	1973 Jan. p
101	Coal	160.2	168.1	172.0	172.0	172.0
102/1	Coated limestone roadstone	130.3	136.1	141.8	141.8	141.8
102/2	Slates	160.9	160.9	160.9	160.9	160.9
103/3	Sand and Gravel—ex-pit or works	139.4	144.6	144.6	144.6	144.6
109/3	Salt	117.4	119.4	122.4	122.4	122.4
211	Flour	130.1	143.3	151.0	151.0	151.0
216	Sugar refined	141.4	106.0	105.7	110.5	105.8
217	Chocolate and sugar confectionery	151.4	154.8	156.8	156.8	156.9
231	Beer	153.7	160.9	163.3	163.0	163.0
240	Tobacco	139.9	139.9	142.0	142.0	142.0
262	Motor spirit, Two star (including duty)	155.0	156.9	159.3	159.3	159.3
	Medium fuel oil (950 secs.)	141.1	141.1	148.7	148.7	148.7
	Derv fuel (including duty)	149.9	152.0	153.2	153.2	153.2
263	Lubricating oil and greases	132.4	138.3	138.7	138.7	138.7
271	General chemicals	115.9	117.4	119.0	119.0	119.0
272	Pharmaceutical chemicals	113.3	113.0	113.8	113.8	113.7
	Pharmaceutical preparations	103.7	108.1	109.8	109.8	109.8
273	Toilet preparations	148.7	155.7	160.1	160.4	160.4
274	Paint	127.5	134.4	138.3	138.6	138.6
275	Soap	147.5	152.4	157.5	157.5	157.5
	Soapless detergents	119.6	122.0	123.9	124.0	124.0
276/1	Synthetic resins and plastics materials	105.6	106.5	107.8	107.8	107.7
279/7	Photographic paper and film and photo chemical materials	132.4	136.5	137.6	137.6	137.6
311/2	Steel sheets—other than stainless and electrical sheets	135.4	142.7	142.7	142.7	142.7
	Tinplate	143.2	150.1	150.1	150.1	150.1
	Finished steels	143.9	150.2	150.7	150.7	150.7
	Heavy bars and sections	145.7	153.1	153.1	153.1	153.1
	Light re-rolled bars and sections	143.8	152.5	152.5	152.5	152.5
312	Steel tubes	158.4	168.7	169.6	169.6	169.6
313/3 and 313/4	Iron castings	151.3	157.4	160.8	161.1	161.2
313/4	Cast and spun iron pipes and fittings	141.3	150.5	161.5	163.7	163.7
321	Aluminium: Rolled †	148.9	153.5	161.2	161.2	..
	Aluminium: Extruded and drawn ‡	152.0	157.0	166.6	166.6	..
	Aluminium: Castings	160.8	168.4	170.3	170.3	173.0
	Aluminium: Forgings	140.0	140.0	147.0	147.0	147.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	190.7	194.5	207.5	213.0	230.9
331	Agricultural machinery	145.6	148.9	157.2	157.2	157.2
333	Pumps,valves,compressors etc.	174.3	182.6	189.1	189.1	189.1
336	Construction and earth moving equipment	148.7	154.0	160.2	160.2	160.2
337/2	Cranes	136.7	141.6	146.3	146.3	146.3
339/6	Portable power tools	132.3	134.2	141.5	141.5	141.5
353/1	Dental goods	146.1	155.2	157.1	157.6	158.0
365/1	Gramophone records and tape recordings	114.9	119.4	131.9	131.9	131.9
368	Domestic electrical appliances	120.4	124.5	123.4	123.5	123.5
391	Tools and implements	155.4	159.4	172.3	172.3	172.3
392	Cutlery and tableware	148.9	154.6	158.3	158.3	158.3
	Knives, scissors, etc.	156.2	159.5	162.6	162.6	162.6
	Spoons and forks	179.1	185.1	190.7	190.7	190.7
399/6	Domestic hollow-ware	187.1	190.4	193.5	193.5	193.5
399/7	Industrial hollow-ware	148.3	154.4	154.4	154.4	154.4
399/9	Domestic gas appliances	120.5	120.8	121.4	121.4	121.4
411	Man-made fibres	91.2	93.2	94.4	94.7	94.7
412, 414/5 and 415	All man-made fibres yarns	117.7	126.8	128.7	129.2	..
412/1	Cotton and cotton mixture yarns	165.5	168.2	169.7	171.0	..
413/1	Cotton cloth in the loomstate	156.7	166.0	169.4	169.7	..
413/5	Loomstate man-made fibres fabrics	121.3	127.1	132.0	132.3	..
413/6	Linen cloth	148.2	155.4	166.0	166.1	167.8
414/1	Wool tops	79.1	107.8	154.5	170.4	191.8
414/2	Yarns of wool spun on the worsted system	105.9	124.8	157.2	159.8	164.8
416	Rope, twine and net	116.0	117.3	119.8	119.8	122.1
417	Hosiery and other knitted goods	102.2	104.8	108.6	108.8	109.3
419	Carpets and rugs	127.5	132.2	145.5	145.7	149.6
422/2	Canvas goods and sacks	140.4	154.1	154.1	154.1	148.7
429/1	Asbestos manufactures	132.3	132.8	136.0	136.0	136.0
431/1	Leather for footwear	141.4	186.8	229.0	230.0	..
432/1	Travel goods	139.8	145.8	149.6	149.6	149.6
441/9	Made-up clothing	124.8	128.3	131.5	131.8	131.8
441	Weatherproof outerwear	114.3	115.7	117.3	117.3	117.3
442	Men's and boys' tailored outerwear	130.0	132.2	135.6	135.6	135.6
443	Women's and young girls' tailored outerwear	124.3	128.8	129.7	129.7	129.7
445/1	Women's and girls' light outerwear	120.6	124.9	126.6	126.8	126.8
450	Footwear	127.4	133.3	139.7	140.0	140.4
461/1	Refractory goods, including bricks	140.8	144.8	147.4	147.4	147.4
461/2	Non-refractory goods including building bricks	140.7	150.7	161.0	161.0	161.0
	Engineering bricks—*delivered*	155.6	176.5	191.4	191.4	191.4
	Common building bricks (Fletton) *delivered*	156.4	156.5	174.3	174.3	174.3
	Common building bricks (Non-Fletton) *ex-works*	153.7	174.0	180.5	180.5	180.5
462/3	Domestic china and earthenware	166.0	170.3	175.6	175.6	175.6
463/1	Flat glass—including safety and silver glass	134.7	137.4	144.3	144.2	144.2
	Glass products—other than Flat glass and containers	142.3	144.2	150.4	150.4	150.4
463/2	Glass containers	143.3	141.0	144.5	144.5	144.5
464	Cement, delivered	163.3	163.3	163.3	163.3	163.3
469/1	Abrasive papers and cloths	140.9	147.9	162.7	162.7	162.7
469/2	Precast concrete products	131.4	134.8	136.0	136.0	136.0
471/1	Home-grown hardwood, sawn	136.2	140.3	148.2	148.5	148.5
471/2	Building joinery	164.6	170.7	193.8	193.8	193.8
472	Domestic furniture	143.7	148.7	155.6	155.6	155.6
473	Bedding, etc.	150.9	155.3	159.0	159.0	159.0
481	Paper and board	139.0	141.4	144.6	144.6	144.7
482/1	Cardboard boxes, cartons and fibreboard packing cases	152.1	159.4	161.8	161.8	161.8
482/2	Packaging products and paper etc.	140.6	145.7	154.7	154.7	154.7
	Paper bags	142.5	147.5	158.4	158.4	158.4
483	Manufactured stationery	148.3	156.6	160.9	160.9	161.1
484/1	Wallpaper	164.6	173.3	173.7	173.7	173.7
491/1	Rubber tyres and tubes	136.1	139.3	143.2	143.2	143.2
491/2	Rubber goods (other than tyres and tubes)	141.4	146.3	151.8	151.8	151.8
492	Linoleum and felt base	153.0	153.0	159.4	159.4	159.4
493	Brushes and brooms	142.3	146.6	147.2	147.2	147.2
494/1	Toys and games	150.3	156.6	157.3	157.3	157.3
494/1	Perambulators, etc.	144.0	147.9	150.4	150.4	150.4
494/3	Sports equipment	125.8	127.8	133.6	133.6	133.6
495/1	Pens and pencils	132.3	136.7	137.2	137.2	137.1
495/2	Stationers' goods—other than pens and pencils	136.9	137.8	141.7	141.7	141.7
496/2	Plastics products—other than components and accessories	106.3	107.0	109.6	109.7	109.7

* Revised index number September 1972 = 157.3, October = 157.5.
‡ Revised index number October 1972 = 162.4.

TABLE 3(b) COMMODITIES WHOLLY OR PARTLY IMPORTED INTO THE UNITED KINGDOM 1963=100

	1972				1973
	Jan.	July	Nov.	Dec.	Jan.
Hides and skins	161.4	234.1	336.9	333.8	338.6 p
Imported	160.4	206.9	304.9	297.7	301.7p
Native	162.6	271.1	380.7	383.1	389.0
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	123.5	129.1	129.1	129.1
Copper, ex-ship wharf or warehouse†	181.6	183.5	185.5	188.2	205.4
Lead, ex-ship wharf or warehouse†	156.7	199.0	201.9	210.6	215.7
Nickel refined delivered§	181.3	190.6	222.8	222.8	222.8
Tin, ingot min. 99.75%†	157.6	170.8	175.9	177.4	179.8
Zinc, ex-ship wharf or warehouse†	195.2	196.8	213.0	211.5	216.8
Oils, resins and gums:					
Palm, oil, crude ex-refinery in bulk	116.4	116.2	123.5	121.0	119.8
Whale oil, crude	125.9	125.9	125.9	125.9	125.9
Natural rubber	68.9	75.2	89.4	95.9	102.9 p
Sulphur, crude, cif (for acid making)	105.0	111.1	111.1	111.1	125.1

	1972				1973
	Jan.	July	Nov.	Dec.	Jan.
Textiles:					
Cotton, raw	131.4	121.0	132.7	139.1	140.6
Jute, raw, BWC grades, cif Dundee	206.9	158.2	161.4	162.9	164.7
Jute, raw, BWB grade, cif Dundee	189.5	143.5	149.0	151.9	151.7
Silk, raw, delivered mill	157.3	181.6	212.5	202.7	212.1
Sisal, East Africa, No. 3L grade, cif London	50.6	70.8	73.3	82.9	..
Wool, raw	76.5	99.6	157.7	170.1 p	206.9 p
Crossbred, medium and coarse, cif UK	77.6	98.1	150.9	165.2	184.6 p
Crossbred, fine, cif UK	76.5	100.3	169.4	185.4	238.0 p
Merino, cif UK	77.8	103.7	171.0	183.9	237.5 p
Timber:					
Imported hardwood (ex-yard or wharf)	155.3	167.1	184.0	186.7 p	190.6 p
Imported plywood (delivered to consumers)	153.7	161.2	186.0 p	188.0 p	189.0 p
Imported softwood (delivered to consumers)	146.4	154.4	165.7	167.6	169.5 p
Woodpulp, imported	142.2	150.5	156.4	156.6	161.8

† LME settlement price. § Producers' price. p Provisional estimates

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, February 16, 1973.
BR/E indicates that the film is a British quota film. EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Best Pair of Legs in the Business	BR/E 36616/18/2/78	97	February 13	MGM-EMI Distributors Ltd.	Sunny Productions Ltd.
Paddington Lace	BR/E 36624/18/2/78	23	February 14	Columbia-Warner Distributors Ltd.	Australian Commonwealth Film Unit
The Lone Climber	BR/NQ 36638	21	February 15	Children's Film Foundation Ltd.	Cine-Lingual Ltd. (for Children's Film Foundation Ltd.)
The Forest Pony	BR/NQ 36639	23	February 15	Children's Film Foundation Ltd.	Lion Pacesetter Productions Ltd. (for Children's Film Foundation Ltd.)
Movietone News 2280	BR/E 36552/18/2/78	7	February 16	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2280A	BR/E 36553/18/2/78	7	February 16	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Fellini's Roma	EC 36626/18/2/78	118	February 15	United Artists Corporation Ltd.	Ultra Film, Rome and Les Productions Les Artistes Associes, Paris
			FOREIGN		
Road to Nashville	F 36617	97	February 13	Ember Film Distributors Ltd.	Robert Patrick Productions
The Mighty Gorga	F 36618	82	February 13	Ember Films Distributors Ltd.	American General Productions
Hell's Chosen Few	F 36619	92	February 13	Ember Film Distributors Ltd.	American General Productions
Journey to the Centre of Time	F 36620	82	February 13	Ember Film Distributors Ltd.	American General Productions
The Gatling Gun	F 36621	90	February 13	Ember Film Distributors Ltd.	Western International Company
Togetherness	F 36622	101	February 13	Ember Film Distributors Ltd.	Cerberus Productions
Charlottes Web	F 36623	96	February 14	Scotia-Barber Distributors Ltd.	Hanna Barbera Productions Inc.
Hot Rod and Reel	F 36625	7	February 15	Columbia-Warner Distributors Ltd.	Warner Bros. Productions Inc.
The Mysterious Camel	F 36627	9	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
Long Ears	F 36628	8	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
Kitten Kapers	F 36629	6	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
Cocky Cockerel	F 36630	10	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
The Giant Pear-Tree	F 36631	6	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
The Young Diver	F 36632	10	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
The Three Fools	F 36633	10	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
Snowman	F 36634	10	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
Effie the Elephant	F 36635	10	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
The Bad Wolf	F 36636	7	February 15	Children's Film Foundation Ltd.	Filmbulgare, Sofia
The Mysterious Poacher	F 36637	31	February 15	Children's Film Foundation Ltd.	Anvil Film and Recording Group Ltd.

Correction to the Register:
The name of the maker of the film 'Bindle' (BR/E 36537/31/12/77) registered on December 27, 1972, has been corrected to Tannsfeld Films Ltd.
Amendment to the Register:
The registration number of the film 'Stamping Ground' registered on June 12, 1972, has been amended to EC 36178/18/6/77.

Government Publications in the Midlands

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Quarterly analysis of production

PRODUCTION by weight of synthetic fibres in the fourth quarter of 1972 was 14 per cent more than in the corresponding period of 1971, while production of viscose and acetate fibres was 2 per cent more. Within the total for synthetic fibres, production of continuous filament yarn was 21 per cent more and staple fibre 7 per cent more. Under the heading 'viscose and acetate', production of continuous filament yarn was 14 per cent less and staple fibre 10 per cent more than in the fourth quarter of 1971.

ANALYSIS OF MAN-MADE FIBRE PRODUCTION

Thousand metric tons (†)

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate
1961	66.2	191.3	39.7	79.2	26.5	112.2
1962	83.0	201.5	51.7	80.2	31.2	121.3
1963	105.4	220.8	64.3	85.5	41.1	135.3
1964	126.4	247.9	75.1	96.4	51.3	151.5
1965	148.0	243.0	81.6	98.2	66.4	144.9
1966	174.8	225.1	95.8	90.7	78.9	134.4
1967	194.1	239.1	108.2	90.7	85.9	148.5
1968	268.4	270.8	144.3	97.5	124.1	173.3
1969	291.4	262.5	155.9	96.6	135.5	166.0
1970	336.9	262.5	166.6	90.9	170.3	171.6
1971	357.3	255.7	191.2	85.2	166.1	170.6
1972	373.9	252.6	196.4	67.6	177.5	185.0
1969 1st quarter	71.3	70.6	39.5	25.8	31.8	44.8
2nd quarter	75.7	68.0	39.4	25.3	36.3	42.7
3rd quarter	70.4	55.3	37.4	20.2	33.1	35.2
4th quarter	74.0	68.6	39.6	25.3	34.3	43.3
1970 1st quarter	78.2	68.5	38.4	25.0	39.8	43.5
2nd quarter	87.4	68.3	43.0	24.6	44.4	43.7
3rd quarter	84.2	64.5	40.9	19.8	43.3	44.7
4th quarter	87.0	61.2	44.3	21.5	42.7	39.7
1971 1st quarter	92.5	64.8	49.6	22.6	42.9	42.2
2nd quarter	89.6	63.6	48.5	21.0	41.1	42.6
3rd quarter	86.1	61.7	45.9	20.4	40.2	41.3
4th quarter	89.1	65.7	47.3	21.2	41.9	44.5
1972 1st quarter	88.1	57.7	44.9	14.7	43.2	43.0
2nd quarter	95.5	66.4	48.0	17.8	47.5	48.6
3rd quarter	88.5	61.4	46.2	16.9	42.3	44.5
4th quarter	102.0	67.2	57.3	18.2	44.7	49.0

The heading 'Viscose + acetate' includes triacetate.
(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis: previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Production in December

IN the three months ended December 1972 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 11 per cent more than in the three months ended September 1972. Total production by weight of man-made fibres in December was 13 per cent higher than in December 1971 with output of continuous filament 15 per cent more and staple fibre 11 per cent more.

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1971, and may be subject to slight revision when the complete figures for 1972 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Tel. 01-799 5688, ext. 111 or 264.

MAN-MADE FIBRE PRODUCTION

Thousand metric tons (†)

	Total	Continuous filament (singles)	Staple fibre
1964	374.3	171.5	202.8
1965	391.0	179.8	211.2
1966	399.9	186.6	213.3
1967	433.2	198.9	234.4
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1971 1st quarter	157.2	72.1	85.1
2nd quarter	153.2	69.5	83.7
3rd quarter	147.8	66.3	81.5
4th quarter	154.8	68.5	86.4
1972 1st quarter	145.7	59.6	86.2
2nd quarter	161.9	65.8	96.0
3rd quarter	149.8	63.1	86.7
4th quarter	169.1	75.4	93.6
1971 July	51.6	22.8	28.8
August	45.4	20.4	25.0
September	50.8	23.0	27.8
October	52.4	23.6	28.8
November	52.0	23.2	28.9
December	50.4	21.7	28.7
1972 January	48.0	22.6	25.3
February	45.2	17.1	28.1
March	52.6	19.8	32.7
April	52.3	20.3	32.0
May	56.4	22.9	33.5
June	53.2	22.7	30.5
July	51.0	20.6	30.4
August	48.5	20.2	28.3
September	50.3	22.3	28.0
October	56.1	25.8	30.3
November	56.2	24.7	31.4
December	56.8	24.9	31.9

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX OF THE VOLUME OF PRODUCTION OF MAN-MADE FIBRES 1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213
1970	238
1971	252
1972	257

	Actual	Seasonally adjusted
1971 1st quarter	263	252
2nd quarter	253	244
3rd quarter	241	257
4th quarter	250	254
1972 1st quarter	241	231
2nd quarter	262	253
3rd quarter	243	257
4th quarter	281	286
1971 July	244	252
August	224	255
September	256	263
October	250	257
November	260	254
December	239	252
1972 January	250	242
February	230	218
March	243	233
April	253	240
May	265	253
June	267	266
July	237	244
August	232	263
September	260	266
October	277	284
November	284	278
December	282	297

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MAN-MADE FIBRES

Deliveries

THE total deliveries of man-made fibres in the fourth quarter of 1972 were 14 per cent more than in the fourth quarter of 1971. Deliveries of continuous filament yarns to the home trade during the fourth quarter of 1972 were 13 per cent more than in the fourth quarter of 1971, while deliveries of staple fibre remained at the same level as at the end of fourth quarter of 1971.

DELIVERIES OF CONTINUOUS FILAMENT YARNS (*a*)

Thousand metric tons

		Home							
		Total	Total	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres etc.)	Other purposes	Exports as yarn (*b*)
1964		176.9	134.1	39.5	25.8	19.3	43.4	6.0	42.9
1965		180.3	140.7	40.4	25.0	21.4	48.1	6.8	39.6
1966		183.8	149.5	41.1	30.9	20.9	48.6	7.9	34.4
1967		198.4	156.9	34.2	39.6	25.3	48.9	8.9	41.5
1968		238.4	188.9	40.0	54.9	32.0	52.2	9.8	49.4
1969		242.7	193.6	39.2	51.9	35.3	58.8	8.4	49.1
1970		254.8	198.1	35.3	63.7	38.0	53.3	7.8	56.7
1971		261.4	198.7	34.0	69.9	41.4	43.5	9.9	62.7
1971	1st qtr	69.3	53.9	8.6	20.0	10.5	12.7	2.2	15.3
	2nd qtr.	64.5	49.6	8.3	17.1	10.3	11.1	2.8	14.9
	3rd qtr.	60.1	44.6	7.5	15.7	9.7	9.5	2.2	15.5
	4th qtr.	67.6	50.6	9.6	17.1	10.9	10.3	2.7	17.0

		Home						
		Total	Total	Broad weaving	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Textured or for texturing for all purposes other than carpets or industrial	Exports as yarn (*b*)
1972		270.1	198.7	38.5	40.4	40.8	10.0	69.0	71.4
1972	1st qtr.	63.3	46.0	8.8 (*c*)	10.0	9.8	2.7	14.8	17.3
	2nd qtr.	65.1	48.6	9.4(*c*)	10.0	10.4	2.7	16.2	16.5
	3rd qtr.	63.2	46.9	9.2(*c*)	9.3	9.3	1.8	17.3	16.3
	4th qtr.	78.5	57.2	11.2(*c*)	11.1	11.3	2.9	20.7	21.4

(*a*) The classification of end uses was revised in January 1968 and the figures for deliveries to individual industries 1968 to 1971 might not be fully comparable with those for earlier years. From January 1972 a further reclassification was introduced: deliveries of textured yarns and yarns for texturing, which were previously included in the figures for individual industries, are shown separately from the first quarter 1972.

(*b*) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

(*c*) Includes 4.0 thousand metric tons for carpets and rugs.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

DELIVERIES OF STAPLE FIBRE (*a*)

Thousand metric tons

		Home					
		Total	Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	Exports (*b*)
1964		208.6	158.6	62.0	57.8	17.4	21.5	50.1
1965		204.4	151.8	57.0	56.9	13.3	24.5	52.7
1966		204.5	147.6	52.1	57.0	12.8	25.6	57.0
1967		234.5	152.9	47.9	58.2	19.1	27.8	81.6
1968		282.4	173.1	52.3	58.2	26.3	36.3	109.3
1969		299.3	169.2	51.1	51.5	28.0	38.6	130.1
1970		329.4	191.4	57.6	57.1	31.5	45.2	138.1
1971		338.7	185.9	59.6	50.1	29.3	46.9	152.9
1971	1st qtr.	88.7	49.4	16.8	13.2	6.9	12.5	39.3
	2nd qtr.	82.4	45.2	15.0	12.5	6.3	11.5	37.2
	3rd qtr.	82.1	41.8	13.0	11.1	7.1	10.7	40.2
	4th qtr.	85.6	49.4	14.9	13.3	9.0	12.3	36.2

		Home				
		Total	Total	Cotton spinning	Wool spinning	Other systems and sundries	Exports (*b*)
1972		363.9	186.4	49.5	33.4	103.5	177.5
1972	1st qtr.	89.0	43.1	11.5	7.4	24.3	45.9
	2nd qtr.	95.9	50.4	13.6	8.7	28.2	45.5
	3rd qtr.	83.2	43.2	11.0	8.0	24.2	40.1
	4th qtr.	95.7	49.7	13.4	9.4	26.8	46.0

(a) The classification of end uses was revised in January 1972, and the figures for deliveries to individual industries from the first quarter 1972 are not comparable with those for earlier years.

(*b*) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

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HOSIERY AND OTHER KNITTED GOODS

Index of production

IN the three months ended December 1972 the volume of production of hosiery and other knitted goods, seasonally adjusted (including knitted fabrics), was provisionally estimated to have been 2 per cent more than in the three months ended September 1972 and 7 per cent more than in the three months ended December 1971.

Excluding warp knitting, the volume of production (not seasonally adjusted) was provisionally estimated to have been 8 per cent more than in the three months ended December 1971.

The seasonally adjusted figures for 1972 are based on the seasonal pattern up to the end of 1971 and may be subject to slight revision when the complete figures for 1972 have been incorporated. The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations. A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109	
1965	114	
1966	114	
1967	114	
1968	132	
1969	147	140
1970	149	144
1971	147	140
1972	154 p	148 p

		Including warp knitting		Excluding warp knitting
		Actual	Seasonally adjusted	Actual
1969	1st quarter	133	143	124
	2nd quarter	145	153	138
	3rd quarter	143	144	136
	4th quarter	166	147	161
1970	1st quarter	138	153	133
	2nd quarter	143	146	138
	3rd quarter	144	146	140
	4th quarter	170	151	164
1971	1st quarter	133	145	123
	2nd quarter	145	149	138
	3rd quarter	145	149	140
	4th quarter	165	146	159
1972	1st quarter	134	145	127
	2nd quarter	155	159	149
	3rd quarter	150	154	145
	4th quarter p	177	157	171
1971	July	139	156	133
	August	132	144	129
	September	163	146	158
	October	176	145	168
	November	175	144	170
	December	144	148	140
1972	January	126	151	118
	February	126	131	121
	March	148	154	142
	April	145	155	138
	May	156	166	149
	June	164	155	159
	July	138	156	133
	August	137	150	134
	September	174	156	169
	October p	181	150	176
	November p	190	156	184
	December p	159	163	154

Index of retail prices for January

THE index of retail prices for all items for January 16 was 171.3 (January 16, 1962 = 100). This represents an increase of 0.6 per cent on December and an increase of 7.7 per cent on a year earlier. The index for all items excluding food in January was 168.4—an increase of 0.2 per cent on December.

The rise in the all-items index in January was due mainly to higher price for beef, lamb, other meat and most fresh vegetables. There was a fall in the average price of eggs. The index for food in January was 180.4—an increase of 2 per cent on December.

Electronic capital equipment in the third quarter of 1972

Output

OUTPUT of electronic capital equipment showed a further marked increase in the third quarter of 1972. In terms of current prices the value of deliveries was sharply higher than in both the preceding quarter and in the corresponding quarter of 1971.

Provisional figures issued by the Department of Trade and Industry show that deliveries of equipment together with research and development amounted to £184 million in the third quarter of 1972 compared with £171 million in the second quarter, and with £166 million in the third quarter of 1971, representing increases of 8 per cent and 11 per cent respectively.

The second quarter figures of 1972 had shown an increase over the depressed first quarter, mainly because of a sharp recovery in deliveries of computers, but the increase from the second to the third quarter was more broadly based. As may be seen from the attached table, deliveries of computers were again higher, but this was also true of six other classes of electronic capital equipment. However, owing to the poor first quarter figures the cumulative total for January to September 1972 was only 2 per cent higher than the corresponding period in 1971 and not much more than in 1970. In real terms, therefore, there was a decline.

The detailed comparison is as follows:

TOTAL OUTPUT OF ELECTRONIC CAPITAL EQUIPMENT

£ million, current prices

	Jan-Sept			Change 1971 on 1970		1972 on 1971	
	1970	1971	1972	£m	%	£m	%
Computers	155.2	148.4	146.9	− 6.8	− 4	− 1.5	− 1
Control equipment	55.6	66.2	66.7	+10.6	+19	+ 0.5	+ 1
Measuring instruments	34.5	36.5	36.0	+ 2.0	+ 6	− 0.5	− 1
Nucleonic instruments	3.8	5.3	6.7	+ 1.5	+39	+ 1.4	+26
Broadcasting equipment	9.4	7.9	7.7	− 1.5	−16	− 0.2	− 3
Radar	50.3	51.6	48.1	+ 1.3	+ 3	− 3.5	− 7
Navigational aid equipment	39.0	34.2	35.7	− 4.8	−12	+ 1.5	+ 4
Radio communication equipment	56.3	49.1	56.7	− 7.2	−13	+ 7.6	+15
Other goods	38.4	39.8	39.6	+ 1.4	+ 4	− 0.2	− 1
Other work	25.3	36.1	36.6	+10.8	+43	+ 0.5	+ 1
Total deliveries	467.8	475.2	480.7	+ 7.4	+ 2	+ 5.5	+ 1
Research and development	37.5	33.9	37.1	− 3.6	−10	+ 3.2	+ 9
Total output	505.3	509.1	517.8	+ 3.8	+ 1	+ 8.7	+ 2

Although there are signs of renewed growth since the first quarter, this has not yet amounted to a significant advance. Taking the first three quarters of 1972 as a whole, total output of the capital sector of the electronics industry is still on the plateau which it reached in 1970 after some years of rapid growth; this is true also of most of the headings which, with the exception of control equipment, nucleonic instruments and 'other work', show little change since the first three quarters of 1970.

Exports

Having increased by nearly 10 per cent from the first to the second quarter of 1972, deliveries for export increased again by more than 11 per cent between the second and third quarters.

The capital sector has always been characterised by a comparatively high level of exports, and such deliveries in the third quarter represented 37 per cent of the total.

Orders on hand

Orders on hand at the end of the third quarter declined by £10 million, or 1 per cent, from the high level at the end of the second quarter. The fall was almost entirely in orders for the home market and this, in turn, was attributable wholly to orders for computers. Export orders on hand were little changed after rising sharply in the first half of 1972.

ORDERS ON HAND FOR ELECTRONIC CAPITAL EQUIPMENT

£ million, current prices

	Home	Export	Total
December 31, 1967	319	157	476
December 31, 1968	360	176	536
December 31, 1969	394	225	619
December 31, 1970	380	201	581
December 31, 1971	371	227	598
March 31, 1971	393	200	593
June 30, 1971	374	198	572
September 30, 1971	364	242	606
December 31, 1971	371	227	598
March 31, 1972	393	255	648
June 30, 1972	454	277	731
September 30, 1972	445	276	721

All the above figures include orders for computers which, at 30 September 1972, amounted to £266 million, of which £106 million were for the home market and £160 million for export.

Employment

At the end of the third quarter of 1972 the total number of those employed in the capital sector amounted to 146,400, of whom 46,000 were in the computer industry. The former figure was marginally higher than at the end of the second quarter.

ELECTRONIC CAPITAL EQUIPMENT

Deliveries R & D and other work

£ million, current prices

	1969		1970		1971 p		1971 4th quarter p		1972 1st quarter p		1972 2nd quarter p		1972 3rd quarter p	
	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export
1. Electronic computers and related equipment (a)	141.8	59.3	209.2	90.7	193.4	89.6	45.0	25.2	34.4	14.9	52.8	23.0	59.7	25.3
2. Industrial electronic control equipment	64.3	16.0	76.8	19.7	89.0	20.6	22.9	6.1	22.3	5.3	21.3	5.1	23.1	5.4
3. Electronic measuring and testing equipment	41.3	19.4	47.3	21.7	49.2	23.2	12.6	5.9	12.1	5.7	11.9	5.7	12.0	6.0
4. Nucleonic instruments and controls	5.0	1.3	5.2	1.4	7.8	3.2	2.5	1.1	2.7	1.2	2.0	0.8	2.0	1.2
5. Public broadcasting and ancillary equipment	17.1	7.4	12.2	6.7	10.6	5.8	2.6	1.8	3.0	1.7	2.4	1.3	2.3	1.2
6. Radar	44.9	26.3	63.3	32.2	66.2	27.6	14.6	6.6	16.8	6.6	15.3	6.8	16.0	6.5
7. Electronic navigational aid equipment	49.1	18.5	52.1	20.7	45.8	16.1	11.6	3.5	11.5	4.1	11.3	4.1	12.9	4.9
8. Radio communication equipment	57.9	26.4	73.5	40.3	68.0	26.9	18.9	7.2	20.6	7.9	17.9	5.5	18.2	7.4
9. Other electronic capital goods	38.5	11.9	49.3	16.2	51.7	16.3	11.9	3.8	13.6	3.4	11.5	3.7	14.5	5.0
10. Other work	30.2	3.8	34.5	2.6	47.8	4.8	11.6	1.6	11.9	1.7	12.9	1.6	11.8	1.2
Total deliveries	490.2	190.3	623.5	252.4	629.4	234.2	154.3	62.9	148.9	52.5	159.3	57.6	172.5	64.1
11. Research and development	45.2	3.4	48.7	2.3	46.4	1.9	12.5	0.8	13.3	0.8	11.9	0.6	11.9	0.7
Total output	535.3	193.6	672.2	254.7	675.8	236.1	166.8	63.7	162.2	53.4	171.2	58.2	184.4	64.8
12. Sales to other UK electronics manufacturers	10.6	—	19.8	—	20.8	—	4.9	—	4.7	—	4.6	—	5.3	—

(a) Manufacturers' deliveries of British made equipment only (ie excludes factored goods).

Notes: 1. Items 2, 3, 4 above are derived from the Electronic Capital Equipment inquiry plus estimates in respect of firms formerly responding to the Scientific and Industrial Instruments and Apparatus inquiry.
2. Item 10 covers the installation and field maintenance of capital equipment.
3. Item 11 refers only to contract R & D. It does not include 'in-house' R & D for firms' own products.
4. Item 12 is already included as part of the output of these other manufacturers in Total output.
p Provisional.

Steel consumption and stocks in the fourth quarter of 1972

Consumption of steel

CONSUMPTION of finished steel in the fourth quarter of 1972 is provisionally estimated to have been 4,504,000 tonnes (6,170,000 tonnes ingot equivalent), after seasonal adjustment. This represents a substantial improvement over recent quarters and restores the consumption figure to the levels that existed in 1969 and 1970. Quarterly figures are shown in the table.

Stocks

The indication from returns so far received for the fourth quarter of 1972 is that stocks of finished steel held by consumers and merchants rose, after seasonal adjustment, by 130,000 tonnes (178,000 tonnes ingot equivalent) to stand at just over 12 weeks' supply. It appears that the stock-build which started in the third quarter of 1972 is continuing.

Note

Supplies of finished steel to the home market are usually calculated by taking total deliveries reported by the United Kingdom steel industry, plus imported supplies, and subtracting exports as recorded in the *Overseas Trade Statistics*. As a result of delays in the recording of exports due to the dock strike in the third quarter of 1972 the *Overseas Trade Statistics* gave a figure for exports in that quarter that appeared to be too low. The exports recorded in the third and fourth quarters of 1972 have been re-allocated between the two quarters to take account of this.

Dear Editor . . .

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET, and *not* to HMSO.

FINISHED STEEL: ESTIMATED UNITED KINGDOM CONSUMPTION

N.B. All quantities are expressed in metric units (1 imperial ton = 1.016 tonnes)

		Actual consumption thousand tonnes		Per cent change over previous year		Seasonally adjusted consumption thousand tonnes	
		(a)		(a)		(a)	
1967	1st quarter	4,065		− 6.5		4,026	
	2nd quarter	4,151		− 4.5		3,900	
	3rd quarter	3,526		−10.0		3,813	
	4th quarter	4,098		+ 6.4		4,101	
	Total	15,840		− 3.8			
1968	1st quarter	4,246		+ 4.5		4,078	
	2nd quarter	4,299		+ 3.6		4,146	
	3rd quarter	3,992		+13.2		4,308	
	4th quarter	4,298		+ 4.9		4,303	
	Total	16,835		+ 6.3			
1969	1st quarter	4,608		+ 8.5		4,434	
	2nd quarter	4,685		+ 9.0		4,525	
	3rd quarter	4,087		+ 2.4		4,419	
	4th quarter	4,402		+ 2.4		4,404	
	Total	17,782		+ 5.6			
1970	1st quarter	4,627		+ 0.4		4,514	
	2nd quarter	4,582		− 2.2		4,364	
	*3rd quarter	4,132		+ 1.1		4,463	
	4th quarter	4,296		− 2.4		4,296	
	Total	17,637		− 0.8			
		(a)	(b)	(a)	(b)	(a)	(b)
1971	1st quarter	4,660	4,696	+ 0.7		4,488	4,520
	2nd quarter	4,318	4,303	− 5.8		4,172	4,158
	3rd quarter	3,801	3,763	− 8.0		4,108	4,067
	4th quarter	4,022	3,960	− 6.4		4,033	3,977
	Total	16,801	16,722	− 4.7			
1972	1st quarter (p)		4,026		−14.3		3,920
	2nd quarter (p)		4,256		− 1.1		4,049
	3rd quarter (p)		3,903		+ 3.7		4,215
	4th quarter (p)		4,503		+13.7		4,504
	Total (p)		16,688		− 0.2		

* 14-week statistical period: figures reduced to a 13-week basis for purposes of comparability

(p) provisional.

(a) excluding welded tubes over 16 inch outer diameter

(b) including welded tubes over 16 inch outer diameter

Canberra's recently completed Commonwealth Avenue interchange street lighting scheme at night. Design and specification requirements were drawn up by Sir William Holford and Partners, Maunsell and Partners Pty Ltd., and Godfrey & Spowers Pty Ltd. Aided by a programmed computer, the lighting design team chose Atlas high tower lanterns combined with 1000W Kolorlux lamps. All the electrical wiring for the project is underground and ground level maintenance is achieved by means of special raising and lowering gear incorporated in the pole design. The installation was carried out by Thorn Lighting Industries Pty Ltd., Australia.

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Guide to DTI	Dec. 28 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Jan. 18 1973
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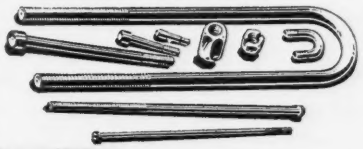

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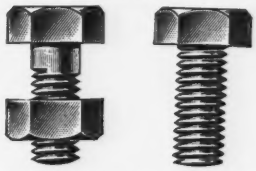

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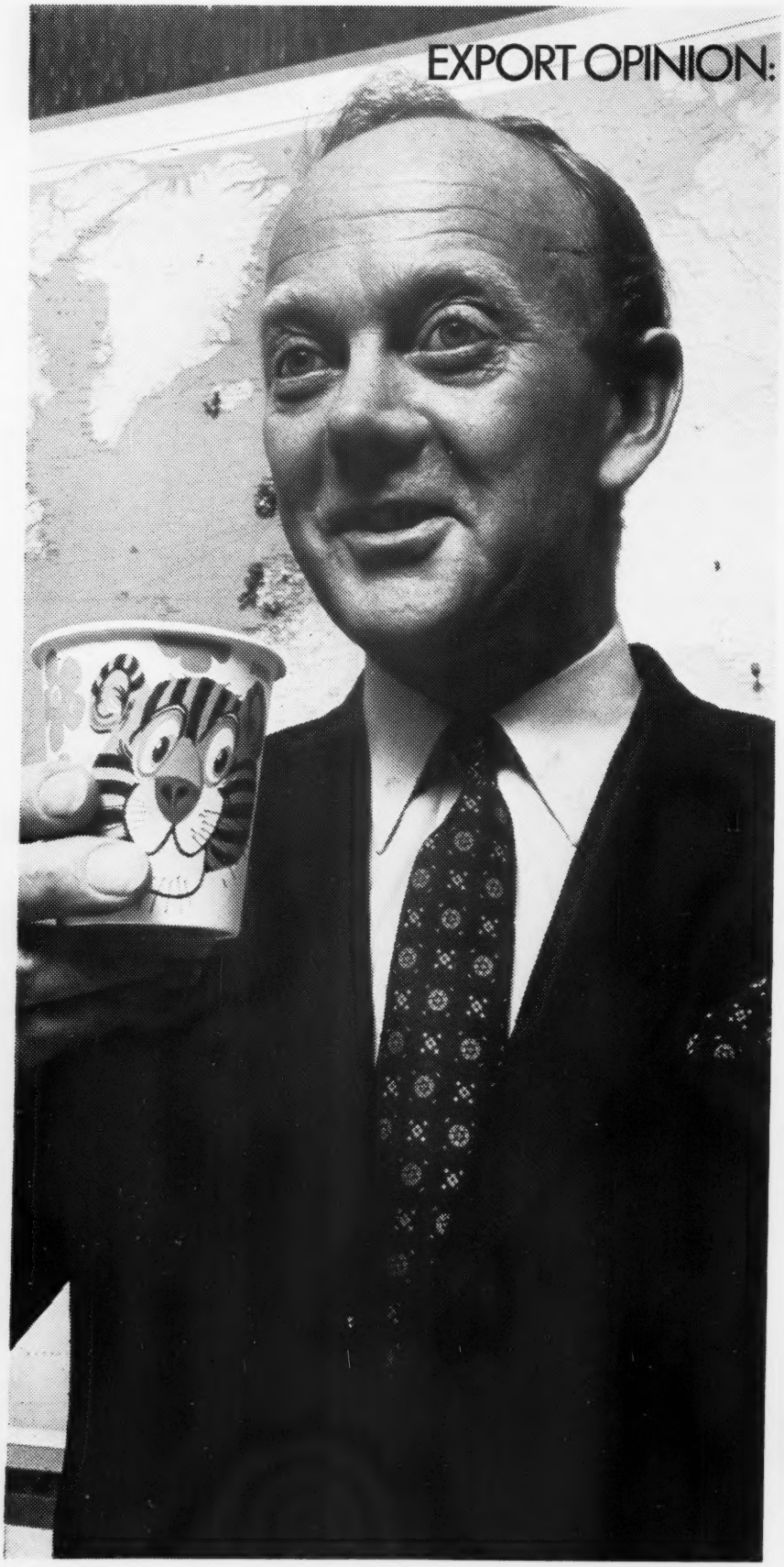

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